

OST-95-206-4

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Before The Department Of Transportation

**U.S. - TORONTO SERVICE
PROCEEDING**

Docket 50168

DEPARTMENT OF TRANSPORTATION
95 MAR 14 PM 3:37
DOCKET SECTION

**Direct Exhibits
Of
DELTA AIR LINES, INC.**



NEW ROUTE OPPORTUNITIES (U.S. - CANADA)

Direct Exhibits

<u>Exhibit Number</u>	<u>Title</u>	<u>Number Of Pages</u>
<u>Atlanta - Toronto</u>		
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DL-101	Delta's Proposed 1995 Atlanta-Toronto Nonstop Schedule	1
DL-102	Delta's Proposed Atlanta-Toronto Services	1
DL-103 thru DL-104	Not Used	
DL-105	Delta's Atlanta-Toronto Service Proposal Will Provide Online Service To 70 Cities	1
DL-106	Delta's Atlanta-Toronto Service Proposal Will Provide Nonstop-To-Nonstop Connecting Service To 69 Cities	1
DL-107	Delta's Proposed Atlanta-Toronto Service Will Provide The First Nonstop-To-Nonstop Connecting Service To Sixteen Cities	1
DL-108	Atlanta-Toronto Is The Largest U.S.-Toronto O&D Market With No Nonstop Service	1
DL-108A	Atlanta-Toronto Is Larger Than Many Markets That Already Have Toronto Nonstop Service	1
DL-109	Toronto Is Atlanta's Largest O&D Market With No Nonstop Service	1

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DL-112	Atlanta Is The Largest U.S. Airport With No Nonstop Service To Toronto (Based On Markets Served)	1
DL-113	U.S. - Toronto Gateway Cities For U.S. Flag Carriers	1
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DL-407	Cargo Forecast For Delta's Atlanta-Toronto Service Proposal	1
DL-408	Projected Start-Up Costs For Delta's Atlanta- Toronto Service Proposal	1
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DL-501	Delta's Estimated Market Fare Calculation For Proposed Nonstop Atlanta-Toronto Service	1
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**DIRECT TESTIMONY OF
DOUGLAS W. BLISSIT,
SYSTEM MANAGER - MARKET ANALYSIS**

I am Douglas W. Blissit, Delta's System Manager of Market Analysis. I sponsor all of Delta's direct exhibits in this proceeding. The exhibits were prepared under my supervision and direction and are true and correct to the best of my information, knowledge and belief.

This proceeding was instituted to authorize two primary carriers to provide scheduled combination service between the United States and Toronto pursuant to the Air Transport Agreement between the Government of Canada and the Government of the United States ("Canada Agreement") signed in Ottawa on February 24, 1995.

Delta is an applicant for certificate authority to provide nonstop service between Atlanta and Toronto. Delta's exhibits demonstrate that the selection of Delta's Atlanta-Toronto application will provide greater public interest and competitive benefits than the selection of any other applicant/gateway combination.

With the availability of two U.S.-Toronto opportunities in year-one, the Department has a unique opportunity to achieve significant improvement in the availability and convenience of service between the United States and Toronto. That opportunity can be fulfilled to the maximum extent only by the selection of Delta to create a new gateway at Atlanta for service to Toronto which would connect Atlanta -- the second largest airport in the United States and the world's largest airline hub -- with the largest airport and commercial center of Canada, as well as to provide needed service to the substantially underserved and extensive southeast United States.

DELTA'S SERVICE PROPOSAL

Delta's Atlanta-Toronto service proposal will provide optimum public benefits maximizing the use of valuable bilateral rights in the U.S.-Toronto market. Delta's service proposal has been carefully developed to meet the needs of the large Atlanta-Toronto market within the constraints of the Canada Agreement and to exploit fully Delta's vast online service network at the Atlanta hub.

Delta proposes to operate two daily nonstop Atlanta-Toronto roundtrips using 180-seat Boeing 757-200 aircraft in a dual-class configuration; 24 first-class seats and 156 economy seats. Exhibits DL-101, 140. Delta has 84 Boeing 757 aircraft on hand and will be able to utilize that equipment to serve the Atlanta-Toronto route. Exhibits DL-141 and DL-142.

Delta's service will be well timed to meet the needs of the large local Atlanta-Toronto market as well as to provide significant online connecting opportunities for travelers from cities behind Atlanta, particularly from those located in states in the southeast depicted in Exhibit DL-114.

The Atlanta-Toronto route needs and can support at least four daily nonstop roundtrips by a U.S.-flag carrier. However, under the Canada Agreement, U.S. carrier frequencies are limited to only two daily roundtrips during the first two years of the transition period. Delta will be applying for two additional nonstop roundtrip frequencies available for Toronto in the third year of the Canada Agreement. In the meantime, Delta will supplement its two daily nonstop flights by retaining two daily one-stop flights over Pittsburgh.

The superiority of Delta's Atlanta-Toronto proposal derives from two unique factors:

1. Atlanta-Toronto is the largest U.S.-Toronto market without nonstop service (Exhibit DL-108).
2. Delta's Atlanta hub is the largest airline hub in the world.

Atlanta is the largest airport in the United States in terms of both enplanements and departures without nonstop service to Canada and offers more nonstop service to more cities than any other U.S. airport without nonstop service to Toronto. Exhibits DL-110, 111 and 112. With over 90,000 historic O&D passengers, Atlanta-Toronto is the sixth largest U.S.-Toronto market and the only market in the top ten U.S.-Toronto markets that does not receive nonstop service. Indeed, Atlanta-Toronto is bigger than nine U.S.-Toronto markets that already enjoy nonstop service. Exhibit DL-108A.

The broad geographical scope of Delta's Atlanta hub is graphically illustrated in Exhibits DL-118 and 119. Delta and the Delta Connection operate an extraordinary 700 daily departures from Atlanta serving 131 points. Exhibits DL-120 and 121. This will allow Delta to provide an unparalleled level of online service options to Toronto from scores of cities throughout the United States, particularly in the southeast. Delta's Toronto proposal will provide online service improvements to 70 cities, including improved nonstop-to-nonstop connecting service to 69 U.S. cities, and first nonstop-to-nonstop connecting service to 16 cities. Exhibits DL-105, 106 and 107. Delta's proposed Atlanta-Toronto service will create the shortest elapsed travel time in 25 Toronto city-pairs, which generated over 152,000 base-year O&D passengers. Exhibit DL-203. Significantly, in the primary Atlanta-Toronto market, consumers will save an average of one hour and fifteen minutes each way. Exhibit DL-203.

The southeast is one of the largest regions of the United States without an effective nonstop gateway to Toronto. Exhibit DL-114. Over 867,000 O&D passengers travel between Toronto and Delta's primary catchment area in 1993. Exhibit DL-115. In the forecast year, Delta projects that it will carry over 140,000 passengers between Toronto and Delta's primary catchment area. Exhibit DL-116. Atlanta is the only gateway that can effectively serve this extensive region of the country. American recently announced that it will terminate service between Nashville and Toronto. While Tampa and Miami are current gateways, because of their southern Florida location, neither city is geographically well-positioned to serve as a convenient connecting hub for the southeast without extensive backhaul journeys. Atlanta's central location and large service network will provide maximum new and improved online service benefits for the traveling and shipping public.

DELTA'S TRAFFIC FORECAST

Delta conservatively forecasts that it will transport 182,879 passengers on its Atlanta-Toronto service in the first year of operations. Delta projects 79,453 Atlanta-Toronto local passengers and 103,426 behind-gateway connecting passengers. Exhibit DL-301. Delta's forecast is extremely conservative in that it assumes no connecting traffic behind Toronto, no interline connections at either Toronto or Atlanta, and only a 55% share of the local O&D market. In addition, Delta did not forecast traffic from Miami and Tampa (the two largest markets behind Atlanta) to be ultra-conservative. However, Delta expects to carry Tampa-Toronto and Miami-Toronto passengers on its Atlanta-Toronto service.

Finally, Delta applied very conservative stimulation, growth and market share factors. Delta's conservative market share forecast has taken into account service by a Canadian airline between Atlanta and Toronto. The Canadian carrier, however, could not offer single-carrier benefits to U.S. markets behind Atlanta, so there would be minimal impact on Delta's behind-gateway traffic.

Delta has not specifically taken into account diversion from new U.S. carrier Toronto services, because such diversion would not be a significant factor for several reasons. First, Atlanta-Toronto is already extremely large and the stimulative effect of first nonstop service will further boost the traffic base. Atlanta-Toronto will clearly support more than the two daily nonstop frequencies proposed by Delta. Second, Atlanta is the most convenient gateway to serve Delta's primary catchment area. Third, additional services will have a stimulative, not a diversionary impact on U.S.-Toronto traffic.

**ATLANTA-TORONTO SERVICE
WILL BE IMMEDIATELY PROFITABLE**

Delta's Atlanta-Toronto service is projected to generate \$37.2 million in total revenues and produce an operating profit of \$16.3 million during the first year of operations. Exhibit DL-402. Revenue projections are based on fares that Delta would have offered on April 1, 1994, had it been offering service in the U.S.-Toronto market on that date. Delta's costs are based upon Delta's unit costs for the twelve months ended September 1994 for the domestic/transborder entity.

**THE SELECTION OF DELTA WILL ENHANCE
COMPETITION AND IMPROVE THE COMPETITIVE MARKET
STRUCTURE BETWEEN THE UNITED STATES AND TORONTO**

Delta's Atlanta-Toronto proposal will substantially enhance intragateway and intergateway competition. Intragateway competition at Atlanta against a foreign carrier will be enhanced. Air Canada's commencement of daily nonstop service between Atlanta and Toronto establishes a compelling reason for an award to Delta to avoid ceding the important Atlanta-Toronto route to a Canadian carrier monopoly. In addition, Delta's service will introduce new intergateway competition against new and existing U.S.-Toronto services.

DELTA'S RESPONSE TO INTERROGATORIES

The Evidence Request attached to the Instituting Order directed each applicant to answer two interrogatories. Those questions and Delta's responses are as follows:

1). Will the carrier, if selected as back-up, accept a condition in its certificate which (a) permits it to implement authority within the first year should the primary carrier withdraw from the market, and (b) expires at the end of one year should the authority not be activated?

Delta's Response: Delta should be selected as the primary carrier to serve the Atlanta-Toronto route. The evidence in this case supports a decision to grant Delta primary authority, not back-up authority. Nevertheless, Delta would accept the proposed back-up condition if it is not awarded primary authority.

2) Will the carrier selected for primary authority accept a condition in the certificate requiring institution of service by a date specified by the Department? What date should the Department specify?

Delta's Response: Delta will accept any reasonable start-up condition. In light of the fact that it is already operating service between Atlanta-Toronto pursuant to *pendente lite* exemption authority, such a condition would not be relevant to an award of certificate authority to Delta.

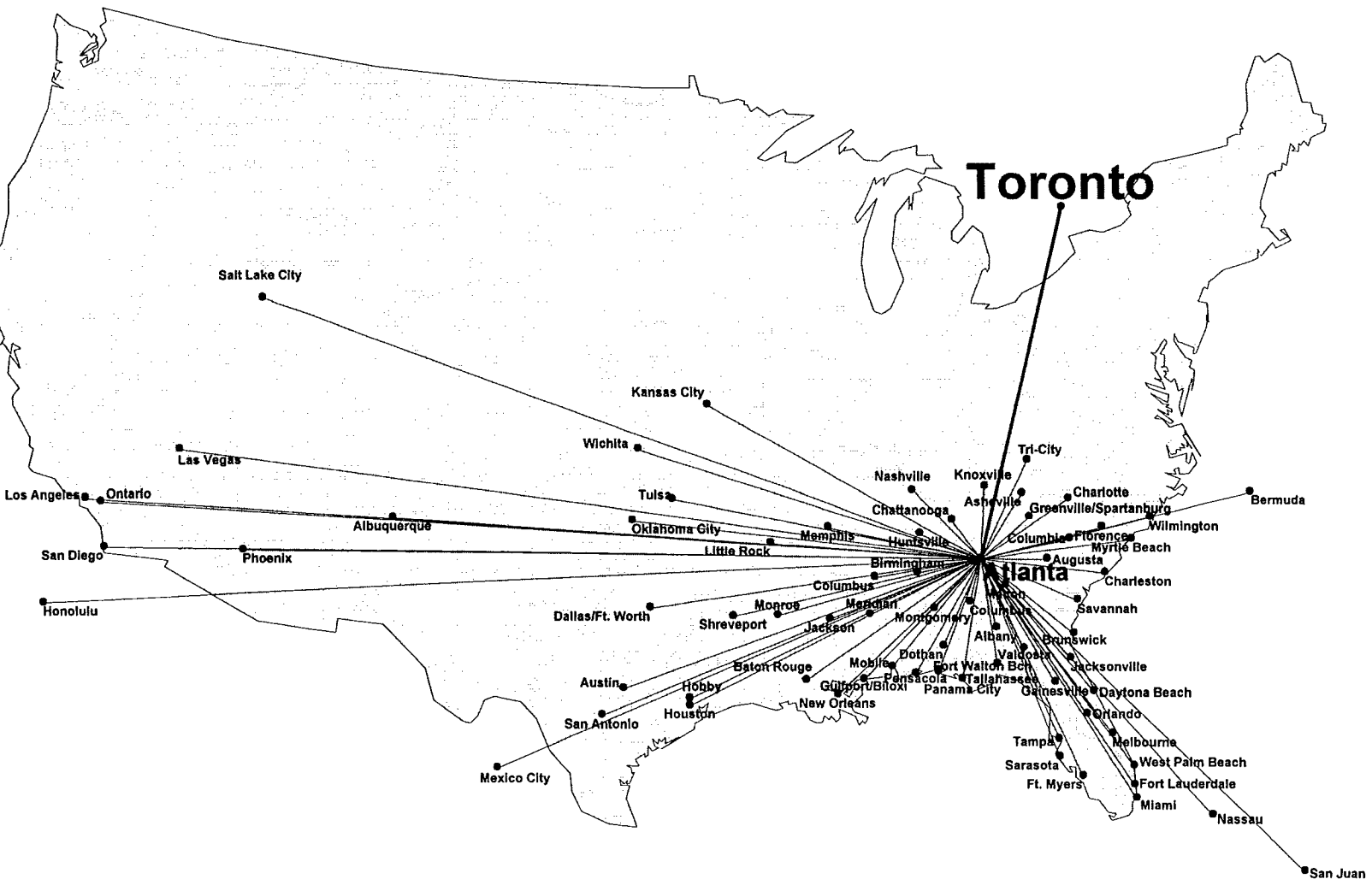
DELTA'S PROPOSED 1995 ATLANTA - TORONTO NONSTOP SCHEDULE

9001	9003	Flight Number	9000	9002
B757	B757	Equipment	B757	B757
Daily	Daily	Frequency	Daily	Daily
12:23p ↓ 2:30p	7:08p ↓ 9:15p	Atlanta Toronto	10:57a ↑ 8:45a	5:57p ↑ 3:45p

Configuration
F24/Y156

Total Seats
180

DELTA'S PROPOSED ATLANTA - TORONTO SERVICES



Source: DL-201

DELTA'S ATLANTA-TORONTO SERVICE PROPOSAL
WILL PROVIDE ONLINE SERVICE TO 70 CITIES

Albany, GA	Honolulu, HA	Panama City, FL
Albuquerque, NM	Houston, TX	Pensacola, FL
Asheville, NC	Huntsville, AL	Phoenix, AZ
Atlanta, GA	Jackson, MS	Salt Lake City, UT
Augusta, GA	Jacksonville, FL	San Antonio, TX
Austin, TX	Kansas City, MO	San Diego, CA
Baton Rouge, LA	Knoxville, TN	San Juan, Puerto Rico
Bermuda	Las Vegas, NV	Sarasota, FL
Birmingham, AL	Little Rock, AR	Savannah, GA
Brunswick, GA	Los Angeles, CA	Shreveport, LA
Charleston, SC	Macon, GA	Tallahassee, FL
Charlotte, NC	Melbourne, FL	Tampa, FL
Chattanooga, TN	Memphis, TN	Tri-Cities, TN
Columbia, SC	Meridian, MS	Tulsa, OK
Columbus, GA	Mexico City, Mexico	Valdosta, GA
Columbus, MS	Miami, FL	W. Palm Beach, FL
Dallas/Ft. Worth, TX	Mobile, AL	Wichita, KS
Daytona Beach, FL	Monroe, LA	Wilmington, NC
Dothan, AL	Montgomery, AL	
Florence, SC	Myrtle Beach, SC	
Fort Lauderdale, FL	Nashville, TN	
Fort Myers, FL	Nassau, Bahamas	
Fort Walton Beach, FL	New Orleans, LA	
Gainesville, FL	Oklahoma City, OK	
Greenville/S'burg, SC	Ontario, CA	
Gulfport/Biloxi, MS	Orlando, FL	

Source: DL-201

**DELTA'S PROPOSED ATLANTA-TORONTO SERVICE
WILL PROVIDE NONSTOP-TO-NONSTOP
CONNECTING SERVICE TO 69 CITIES**

Albany, GA	Honolulu, HA	Orlando, FL
Albuquerque, NM	Houston, TX	Panama City, FL
Asheville, NC	Huntsville, AL	Pensacola, FL
Augusta, GA	Jackson, MS	Phoenix, AZ
Austin, TX	Jacksonville, FL	Salt Lake City, UT
Baton Rouge, LA	Kansas City, MO	San Antonio, TX
Bermuda	Knoxville, TN	San Diego, CA
Birmingham, AL	Las Vegas, NV	San Juan, Puerto Rico
Brunswick, GA	Little Rock, AR	Sarasota, FL
Charleston, SC	Los Angeles, CA	Savannah, GA
Charlotte, NC	Macon, GA	Shreveport, LA
Chattanooga, TN	Melbourne, FL	Tallahassee, FL
Columbia, SC	Memphis, TN	Tampa, FL
Columbus, GA	Meridian, MS	Tri-Cities, TN
Columbus, MS	Mexico City, Mexico	Tulsa, OK
Dallas/Ft. Worth, TX	Miami, FL	Valdosta, GA
Daytona Beach, FL	Mobile, AL	W. Palm Beach, FL
Dothan, AL	Monroe, LA	Wichita, KS
Florence, SC	Montgomery, AL	Wilmington, NC
Fort Lauderdale, FL	Myrtle Beach, SC	
Fort Myers, FL	Nashville, TN	
Fort Walton Beach, FL	Nassau, Bahamas	
Gainesville, FL	New Orleans, LA	
Greenville/S'burg, SC	Oklahoma City, OK	
Gulfport/Biloxi, MS	Ontario, CA	

Source: DL-201

**DELTA'S PROPOSED ATLANTA-TORONTO SERVICE
WILL PROVIDE THE FIRST NONSTOP-TO-NONSTOP
CONNECTING SERVICE TO SIXTEEN CITIES**

City	O&D Traffic
Albany,GA	470
Augusta,GA	1,920
Brunswick,GA	150
Daytona Beach,FL	4,440
Dothan,AL	340
Florence,SC	630
Gainesville,FL	1,530
Macon,GA	80
Melbourne,FL	1,990
Meridian,MS	130
Myrtle Beach,SC	6,900
Panama City,FL	3,560
Savannah,GA	4,490
Tallahassee,FL	1,890
Valdosta,GA	60
Wilmington,NC	1,480
	<hr/> 30,060

Sources: PC-IR-2A
Official Airline Guide, January 1995

**ATLANTA - TORONTO IS THE LARGEST U.S. - TORONTO
O&D MARKET WITH NO NONSTOP SERVICE**

	<u>O&D Passengers</u>
ATLANTA,GA	90,110
MINN./ST PAUL,MN	51,290
PHOENIX,AZ	49,030
WASHINGTON D.C.(NAT)	45,970
DENVER,CO	35,230
SAN DIEGO,CA	32,030
LAS VEGAS,NV	31,900
ST LOUIS,MO	28,520
RALEIGH/DURHAM,NC	28,070
NEW ORLEANS,LA	27,560

Source: PC-IR-2A, CY-1993
Official Airline Guide, January, 1995

**ATLANTA - TORONTO IS LARGER THAN MANY MARKETS
THAT ALREADY HAVE TORONTO NONSTOP SERVICE**

<u>Toronto To/From</u>	<u>O&D Passengers</u>
ATLANTA,GA	90,110
DETROIT,MI	76,510
ORLANDO,FL	74,340
CLEVELAND,OH	50,990
NASHVILLE,TN	42,240
FORT LAUDERDALE,FL	40,740
PITTSBURGH,PA	32,180
HOUSTON,TX	29,070
WEST PALM BEACH,FL	20,030
FORT MYERS,FL	17,660

Source: PC-IR-2A, CY-1993
Official Airline Guide, January 1995

**TORONTO IS ATLANTA'S LARGEST O&D MARKET
WITH NO NONSTOP SERVICE**

	<u>O&D Passengers</u>
TORONTO,CANADA	90,110
SANTA ANA/ORANGE CO,CA	81,140
SACRAMENTO,CA	55,170
SAN JOSE,CA	48,240
MONTREAL,CANADA	40,300
GRAND RAPIDS,MI	35,800
RENO,NV	35,350
OAKLAND,CA	34,430
TUCSON,AZ	30,930
PORTLAND,ME	28,980
DES MOINES,IA	28,430

Source: DOT O&D Survey, CY-1993
Official Airline Guide, January 1995

**ATLANTA IS THE LARGEST U.S. AIRPORT
WITH NO NONSTOP SERVICE TO TORONTO
(BASED ON ENPLANEMENTS)**

<u>RANK</u>	<u>AIRPORT</u>	YEAR ENDED 3Q94
		<u>INDUSTRY ENPLANEMENTS</u>
1	Atlanta	25,022,449
2	Denver	14,522,082
3	Phoenix	12,060,079
4	St. Louis	10,891,565
5	Minneapolis	10,218,171

Source: DOT Form 41, T3 Enplanement Statistics

**ATLANTA IS THE LARGEST U.S. AIRPORT
WITH NO NONSTOP SERVICE TO TORONTO
(BASED ON SCHEDULED DEPARTURES)**

<u>RANK</u>	<u>AIRPORT</u>	<u>SCHEDULED DEPARTURES</u>
1	Atlanta	925
2	St. Louis	668
3	Denver	652
4	Charlotte	566
5	Minneapolis	560

Source: Official Airline Guide, January 1995

**ATLANTA IS THE LARGEST U.S. AIRPORT
WITH NO NONSTOP SERVICE TO TORONTO
(BASED ON MARKETS SERVED)**

<u>RANK</u>	<u>AIRPORT</u>	<u>MARKETS SERVED 1/</u>
1	Atlanta	139
2	Minneapolis	124
3	Denver	114
4	New York City (JFK)	109
5	Charlotte	108

1/ - Includes all Jet and Commuter markets.

Source: Official Airline Guide, January 1995

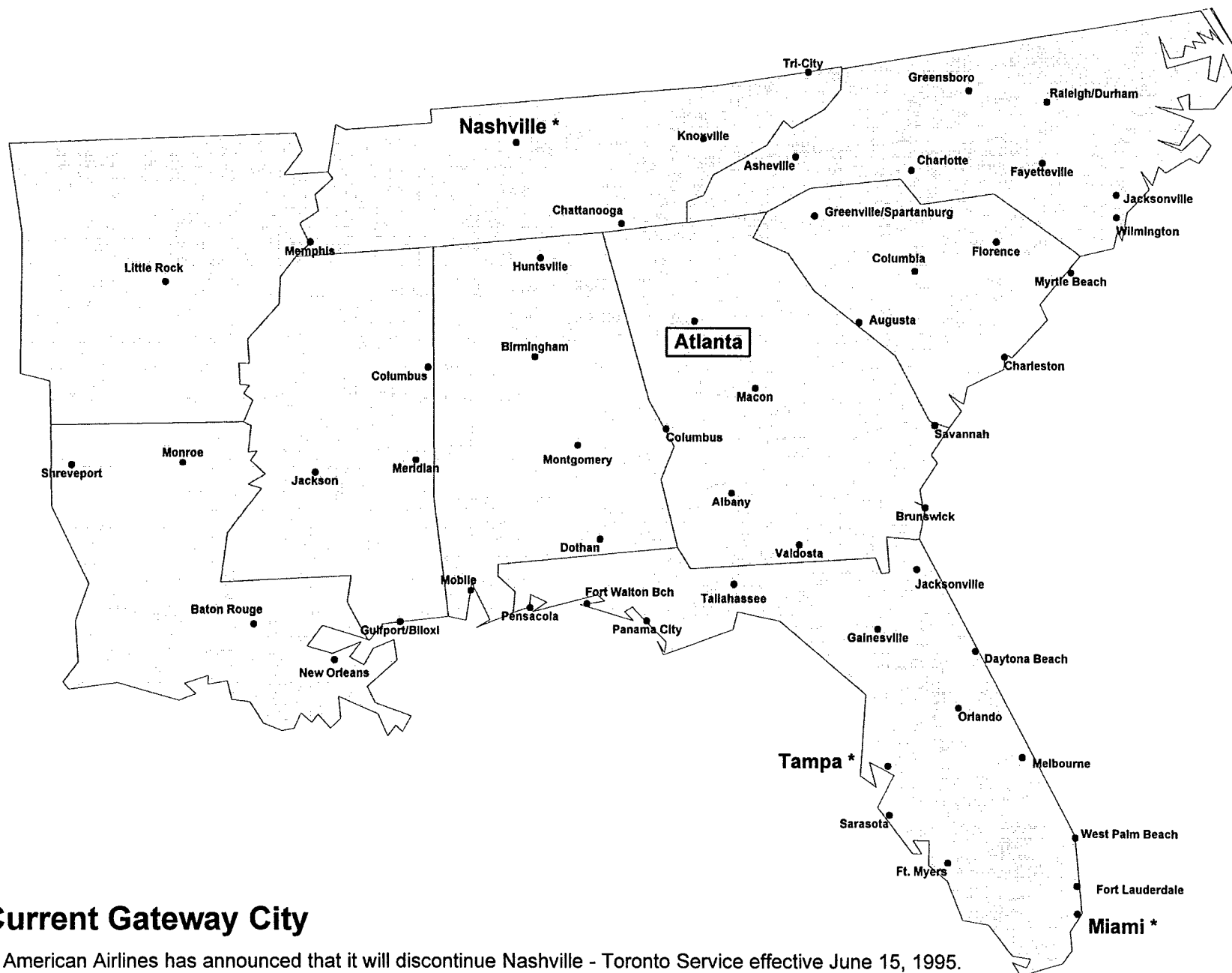
**U.S. - TORONTO GATEWAY CITIES
FOR U.S. FLAG CARRIERS**



Source: Official Airline Guide, January 1995

* (1) American Airlines has announced that it will discontinue Nashville - Toronto Service effective June 15, 1995.

(2) Application pending to transfer Tampa / Miami - Toronto routes to American. American has advised D.O.T. that it does not intend to operate Tampa - Toronto Service.



**SELECTION OF ATLANTA WOULD FILL A VOID OF SERVICE
WITHIN THE PRIMARY SOUTHEAST CATCHMENT AREA**

*** Current Gateway City**

- (1) American Airlines has announced that it will discontinue Nashville - Toronto Service effective June 15, 1995.
- (2) Application pending to transfer Tampa / Miami - Toronto routes to American. American has advised D.O.T. that it does not intend to operate Tampa - Toronto Service.

**OVER 860,000 O&D PASSENGERS TRAVELED
BETWEEN TORONTO AND DELTA'S PRIMARY
ATLANTA CATCHMENT AREA IN 1993**

<u>City</u>	<u>CY 1993 O&D Traffic</u>	<u>City</u>	<u>CY 1993 O&D Traffic</u>
Atlanta, GA	90,110	Little Rock, AR	3,710
Albany, GA	470	Macon, GA	80
Asheville, NC	1,950	Melbourne, FL	1,990
Augusta, GA	1,920	Memphis, TN	10,370
Baton Rouge, LA	2,450	Meridian, MS	130
Birmingham, AL	4,700	Miami, FL	217,660
Brunswick, GA	150	Mobile, AL	1,690
Charleston, SC	4,520	Monroe, LA	490
Charlotte, NC	18,680	Montgomery, AL	1,360
Chattanooga, TN	3,500	Myrtle Beach, SC	6,900
Columbia, SC	4,310	Nashville, TN	42,240
Columbus, GA	1,250	New Orleans, LA	27,560
Columbus, MS	560	Orlando, FL	74,340
Daytona Beach, FL	4,440	Panama City, FL	3,560
Dothan, AL	340	Pensacola, FL	1,870
Florence, SC	630	Sarasota, FL	10,250
Fort Lauderdale, FL	40,740	Savannah, GA	4,490
Fort Myers, FL	17,660	Shreveport, LA	940
Fort Walton Beach, FL	1,330	Tallahassee, FL	1,890
Gainesville, FL	1,530	Tampa, FL	206,400
Greenville/S'burg, SC	6,160	Tri-Cities, TN	1,940
Gulfport/Biloxi, MS	310	Valdosta, GA	60
Huntsville, AL	3,080	West Palm Beach, FL	20,030
Jackson, MS	1,830	Wilmington, NC	<u>1,480</u>
Jacksonville, FL	9,050		
Knoxville, TN	4,150	TOTAL	867,250

Source: PC-IR-2A

**DELTA FORECASTS TO CARRY OVER
140,000 PASSENGERS BETWEEN TORONTO
AND DELTA'S PRIMARY ATLANTA CATCHMENT AREA**

<u>City</u>	<u>Forecast Passengers</u>	<u>City</u>	<u>Forecast Passengers</u>
Atlanta, GA	79,453	Little Rock, AR	529
Albany, GA	415	Macon, GA	65
Asheville, NC	883	Melbourne, FL	549
Augusta, GA	1,088	Memphis, TN	1,373
Baton Rouge, LA	1,743	Meridian, MS	97
Birmingham, AL	990	Mobile, AL	1,136
Brunswick, GA	63	Monroe, LA	467
Charleston, SC	2,318	Montgomery, AL	927
Charlotte, NC	3,434	Myrtle Beach, SC	2,439
Chattanooga, TN	841	New Orleans, LA	3,022
Columbia, SC	1,373	Orlando, FL	5,069
Columbus, GA	1,058	Panama City, FL	3,064
Columbus, MS	278	Pensacola, FL	893
Daytona Beach, FL	2,826	Sarasota, FL	1,805
Dothan, AL	267	Savannah, GA	2,469
Florence, SC	421	Shreveport, LA	429
Fort Lauderdale, FL	6,096	Tallahassee, FL	1,324
Fort Myers, FL	2,410	Tri-Cities, TN	647
Fort Walton Beach, FL	406	Valdosta, GA	19
Gainesville, FL	991	West Palm Beach, FL	2,560
Greenville/S'burg, SC	1,367	Wilmington, NC	<u>345</u>
Gulfport/Biloxi, MS	122		
Huntsville, AL	850	TOTAL	142,057
Jackson, MS	482		
Jacksonville, FL	1,802		
Knoxville, TN	852		

Source: DL-301

**DELTA'S ATLANTA HUB IS THE WORLD'S
LARGEST SINGLE CARRIER HUB OPERATION**

<u>Rank</u>	<u>City</u>	<u>Carrier</u>	<u>Total Departures 1/</u>
1	ATLANTA	Delta	700
2	Dallas/Ft. Worth	American	685
3	Charlotte	USAir	516
4	Pittsburgh	USAir	507
5	Chicago (ORD)	United	506
6	Chicago (ORD)	American	492
7	St. Louis	Trans World	485
8	Detroit	Northwest	447
9	Denver	United	444
10	Minneapolis	Northwest	421
11	Dallas/Ft. Worth	Delta	344
12	San Francisco	United	340
13	Philadelphia	USAir	318
14	Miami	American	285
15	Houston (IAH)	Continental	294

1/ - Includes Jet and Commuter carrier departures.

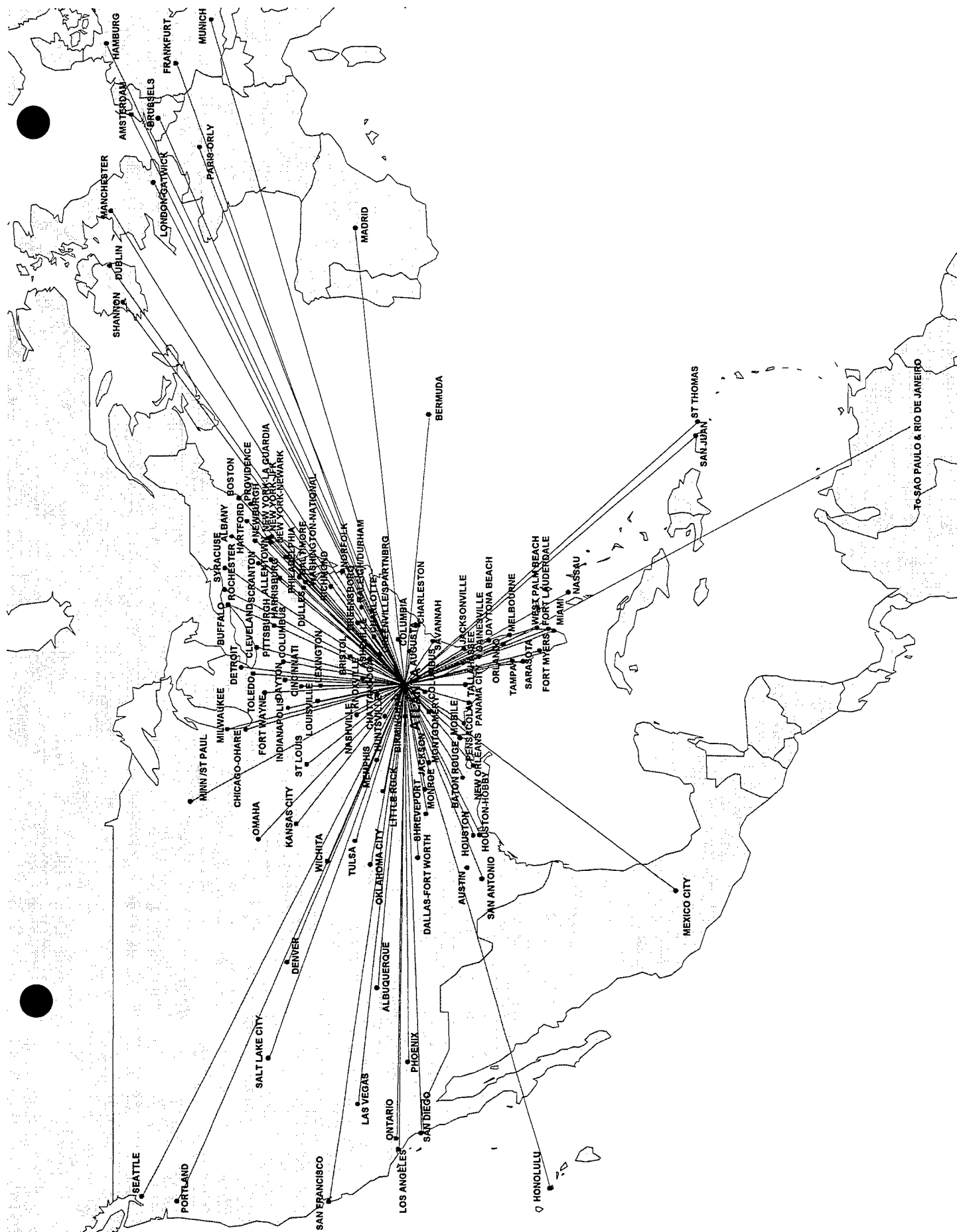
Source: Official Airline Guide, January 1995

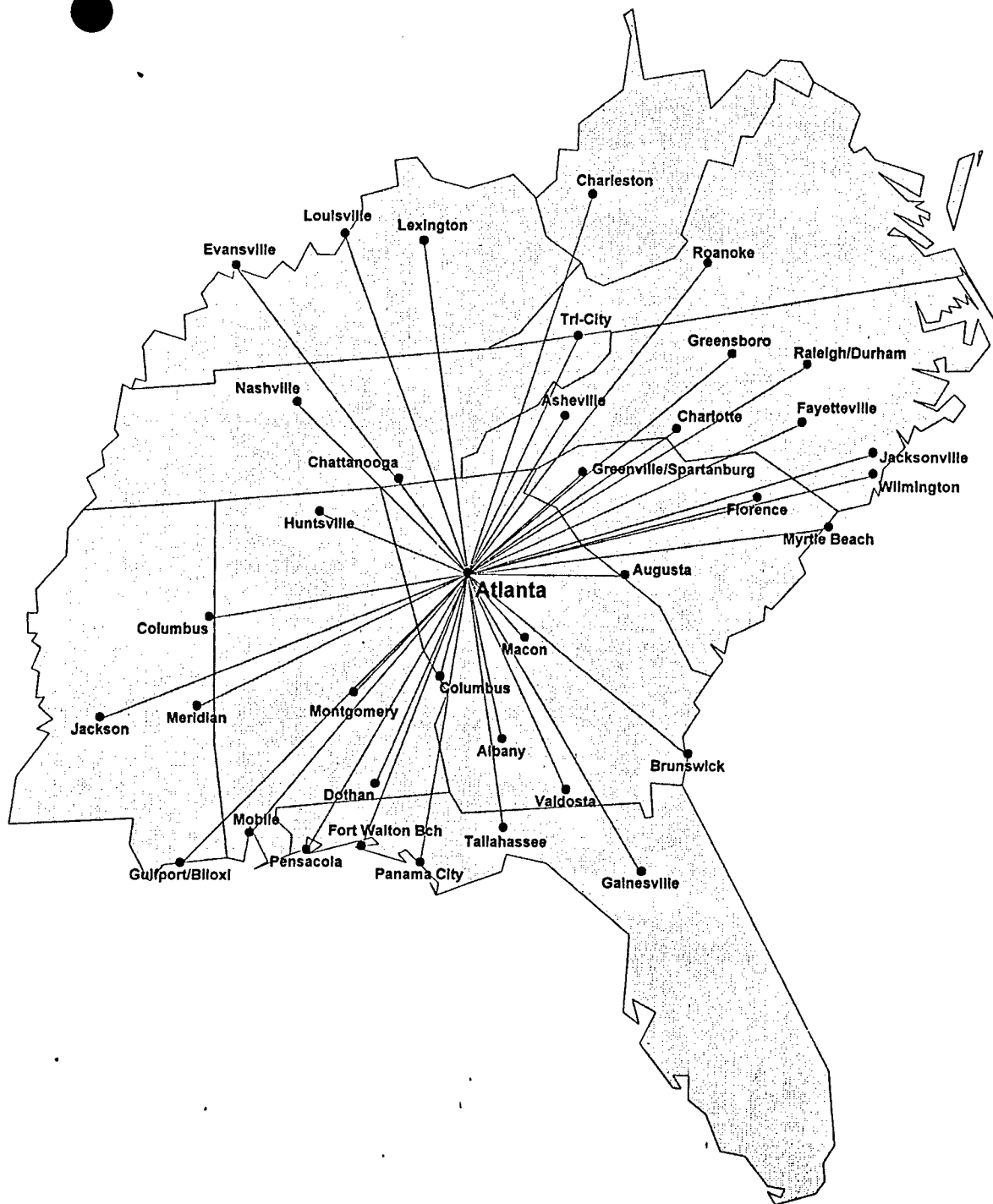
DELTA'S ATLANTA HUB

Toronto - Year 1

Exhibit DL-118

Page 1 of 1





THE DELTA CONNECTION
ATLANTIC SOUTHEAST AIRLINES' ATLANTA HUB

DELTA AND ATLANTIC SOUTHEAST SERVE
131 AIRPORTS NONSTOP FROM ATLANTA

	Daily Delta Jet <u>Departures</u>	Daily Commuter <u>Departures 1/</u>
ALBANY,GA		8
ALBANY,NY	3	
ALBUQUERQUE,NM	1	
ALLENTOWN,PA	2	
AMSTERDAM,NETHERLANDS	1	
ASHEVILLE,NC	3	5
AUGUSTA,GA	7	3
AUSTIN,TX	3	
BALTIMORE,MD	5	
BATON ROUGE,LA	3	
BERMUDA	1	
BIRMINGHAM,AL	10	
BOSTON,MA	8	
BRUNSWICK,GA		5
BRUSSELS,BELGIUM	1	
BUFFALO,NY	3	
CHARLESTON,SC	9	
CHARLESTON,WV		7
CHARLOTTE,NC	8	1
CHATTANOOGA,TN	7	2
CHICAGO,IL-OHARE	9	
CINCINNATI,OH	8	
CLEVELAND,OH	4	
COLUMBIA,SC	9	
COLUMBUS,GA	3	7
COLUMBUS,MS		6
COLUMBUS,OH	5	
DALLAS/FT WORTH,TX	13	
DAYTON,OH	4	

**DELTA AND ATLANTIC SOUTHEAST SERVE
131 AIRPORTS NONSTOP FROM ATLANTA**

	Daily Delta Jet <u>Departures</u>	Daily Commuter <u>Departures 1/</u>
DAYTONA BEACH,FL	7	
DENVER,CO	6	
DETROIT,MI	5	
DOTHAN,AL		9
DUBLIN,IRELAND		
EVANSVILLE,IN		6
FAYETTEVILLE,NC		9
FLORENCE,SC		5
FORT LAUDERDALE,FL	9	
FORT MYERS,FL	6	
FORT WAYNE,IN	1	
FRANKFURT,GERMANY	2	
FT WALTON BEACH,FL		9
GAINESVILLE,FL	4	3
GREENSBORO,NC	7	2
GREENVL./SPART.,SC	7	1
GULFPORT/BILOXI,MS		7
GUNNISON,CO		
HAMBURG,GERMANY	1	
HARRISBURG,PA	2	
HARTFORD,CT	4	
HONOLULU,OAHU,HI	1	
HOUSTON,TX	6	
HOUSTON,TX-HOBBY	4	
HUNTSVILLE/DECATUR,AL	7	1
INDIANAPOLIS,IN	4	
JACKSON,MS	5	2
JACKSONVILLE,FL	8	
JACKSONVILLE,NC		4

**DELTA AND ATLANTIC SOUTHEAST SERVE
131 AIRPORTS NONSTOP FROM ATLANTA**

	Daily Delta Jet <u>Departures</u>	Daily Commuter <u>Departures 1/</u>
KANSAS CITY,MO	6	
KNOXVILLE,TN	8	
LAS VEGAS,NV	1	
LEXINGTON,KY	4	3
LITTLE ROCK,AR	4	
LONDON,ENGLAND	1	
LOS ANGELES,CA	7	
LOUISVILLE,KY	6	2
LYNCHBURG,VA		3
MACON,GA		7
MADRID,SPAIN	1	
MANCHESTER,ENGLAND	1	
MELBOURNE,FL	4	
MEMPHIS,TN	8	
MERIDIAN,MS		3
MEXICO CITY,MEXICO	1	
MIAMI,FL	10	
MILWAUKEE,WI	3	
MINN./ST PAUL,MN	4	
MOBILE,AL	5	2
MONROE,LA	1	
MONTERREY,MEXICO	1	
MONTGOMERY,AL	6	3
MYRTLE BEACH,SC		9
NASHVILLE,TN	9	1
NASSAU,BAHAMAS	2	
NEW ORLEANS,LA	8	
NEW YORK,NY-KENNEDY	5	
NEW YORK,NY-LAGUARDIA	15	

**DELTA AND ATLANTIC SOUTHEAST SERVE
131 AIRPORTS NONSTOP FROM ATLANTA**

	Daily Delta Jet <u>Departures</u>	Daily Commuter <u>Departures 1/</u>
NEW YORK,NY/NEWARK,NJ	7	
NEWBURGH,NY	2	
NORFOLK,VA	5	
OKLAHOMA CITY,OK	2	
OMAHA,NE	2	
ONTARIO,CA	1	
ORLANDO,FL	10	
PANAMA CITY,FL	4	5
PARIS,FRANCE-ORLY	1	
PENSACOLA,FL	6	3
PHILADELPHIA,PA	7	
PHOENIX,AZ	5	
PITTSBURGH,PA	7	
PORTLAND,OR	1	
PROVIDENCE,RI	3	
RALEIGH/DURHAM,NC	9	1
RICHMOND,VA	4	
ROANOKE,VA		9
ROCHESTER,NY	2	
SALT LAKE CITY,UT	7	
SAN ANTONIO,TX	5	
SAN DIEGO,CA	3	
SAN FRANCISCO,CA	5	
SAN JUAN,PUERTO RICO	4	
SARASOTA,FL	5	
SAVANNAH,GA	7	1
SCRANTON,PA	2	
SEATTLE,WA	2	
SHANNON,IRELAND		

**DELTA AND ATLANTIC SOUTHEAST SERVE
131 AIRPORTS NONSTOP FROM ATLANTA**

	Daily Delta Jet <u>Departures</u>	Daily Commuter <u>Departures 1/</u>
SHREVEPORT,LA	2	
ST LOUIS,MO	5	
ST THOMAS,VIRGIN IS.	3	
SYRACUSE,NY	2	
TALLAHASSEE,FL	7	2
TAMPA/ST PETE,FL	9	
TOLEDO,OH	2	
TRI-CITY,TN	4	5
TULSA,OK	4	
VALDOSTA,GA		4
WASHINGTON D.C.(DUL)	4	
WASHINGTON D.C.(NAT)	10	
WEST PALM BEACH,FL	8	
WICHITA,KS	2	
WILMINGTON,NC		7
	528	172

1/ Commuter Departures on Delta Connection Carrier Atlantic Southeast Airlines

Source: Delta December 15, 1994 Timetable

**SERVICE OFFERED BY DELTA AND
ATLANTIC SOUTHEAST AT ATLANTA**

<u>Delta</u>	<u>Number</u>	<u>Overall Rank</u>
Nonstop Destinations	113	1
Daily Departures	528 <u>1/</u>	1
Daily Seat Departures	85,513 <u>1/</u>	1
YE Nov 94 Enplanements	19,982,479	1
<u>Atlantic Southeast</u>		<u>2/</u>
Nonstop Destinations	39	1
Daily Departures	172	1
Daily Seat Departures	5,592	1
<u>Total</u>		
Nonstop Destinations <u>3/</u>	131	1
Daily Departures	700	1
Daily Seat Departures	91,105	1

- 1/ As of January 1, 1995
2/ Rank among commuters
3/ Unduplicated

Source: Official Airline Guide, January 1995, Back Associates, and Company Records

DELTA'S FACILITIES AT ATLANTA

Corporate Office

World-Wide Operations Center

Reservations Office

Delta/WorldSpan Computer Center

Marketing Office

Training Facility

Air Cargo Facility

International/Regional Dining Service Distribution Facility

Technical Operations Center

20 City Ticket Offices

260 Destination Mail Sort System

88 Gate Positions (Concourse A, B, E, T)

8 Baggage Claim Carousels

90 Ticketing Positions

4 "Crown Room" Membership Lounges, 1 First Class Lounge
1 Business Class Lounge, 9 Group Meeting Rooms
16 Conference Rooms

CANADA'S LARGEST AIRLINE HAS INITIATED NONSTOP SERVICE IN THE ATLANTA-TORONTO MARKET

PAGE 2

ATL, THURSDAY, MARCH 9, 1995

Hartsfield welcomes first Air Canada flight



Photo by Carey Adams

Air Canada Chairman and CEO Hollis Harris (l) and R. Lamar Durrett, executive vice president of technical operations and corporate services for Air Canada, arrived in Atlanta Monday on Air Canada Flight 562 from Toronto. The flight marked the first non-stop of the airline into Atlanta since the U.S. and Canadian governments signed a bilateral air agreement, opening the skies between the two countries.

By Carey Adams
Staff writer

Rain nor fog could keep the inaugural flight of Air Canada out of Hartsfield Atlanta International Airport Monday morning.

Air Canada Flight 562 arrived only slightly late, due to a heavy fog over the airport, marking the first non-stop Canadian airline service into Atlanta, and the first Air Canada flight into Atlanta, since the signing of a bilateral treaty between the United States and Canadian governments.

But the fog and dreary weather didn't put a damper on the occasion.

"This is a great day for Air Canada and great day for me personally," said Hollis Harris, chairman and CEO of Air Canada.

This was a homecoming of sorts for Harris, who formerly served as the president of Atlanta-based Delta Air Lines, and lives in Peachtree City, just south of the airport.

"It took 30 years to put this (deal) together between our two governments, but between (Hartsfield) and Air Canada it took only five days to prepare for their arrival."

— Angela Gittens

"This is a very exciting day," said Harris.

The arrival of the Airbus A-320 aircraft marks the beginning of Air Canada service to Atlanta. The airline will operate two-daily non-stop flights from Atlanta to Toron-

to, with first departure at 7 a.m. and the second at 12:15 p.m.

The airline will also operate two daily non-stop flights from Toronto to Atlanta.

Passengers on board the flight were given a grand welcome as Harris congratulated each aboard the flight and welcomed them to Atlanta.

"This will show Atlanta that we can be a part of their great city," said Harris.

Angela Gittens, Hartsfield's general manager, said the event marks the end of decades of stagnation between the U.S. and Canadian governments.

"It took 30 years to put this (deal) together between our two governments, but between (Hartsfield) and Air Canada it took only five days to prepare for their arrival," said Gittens. "We welcome Mr. Harris and his staff to the city."

As part of Atlanta's show of unity between the city and Air Canada, Atlanta City Councilman Jim Maddox flew back to Toronto

See AIR CANADA, Page 13

Air Canada: 1st Atlanta flight

Continued from Page 2
on the return flight.

"With the arrival of Air Canada, this will show we are truly an international city," said Maddox. "I am happy to join you on this international flight."

The new agreement between the two countries is expected to have a huge economic impact on the city of Atlanta.

Nearly 500 on-airport jobs will be needed to support the additional passenger volume, according to Dr. John Martin, president of Martin Associates, a research firm conducting an economic impact study on the airport.

The new service is expected to bring 262,000 new passengers into Atlanta, as well as increase freight at Hartsfield by 15,000 metric tons.

The increase in travelers is expected to create an additional 1,600 jobs in the visitors, retail and entertainment industry in metro-Atlanta.

In January, Air Canada for the third consecutive year, was chosen as the best airline to fly to Canada by Business Traveler International magazine. Harris was chosen as one of the top 10 "investor-friendly" executives by the Financial Times of Canada in February.

Under Harris's leadership, Air Canada has proven to be one of the most successful airlines in the industry. The airline made a financial turnaround over the span of a year, reporting a \$326 million loss in 1993 and a \$129 million profit in 1994.

Air Canada's arrival also marks the 16th international carrier to service Hartsfield. The airline will increase its twice-daily departures to four on April 3, with the addition of two new flights aboard the airline's newest passenger aircraft, the 50-seat Canadair CL-65 jet.

The U.S.-Canada open skies agreement has opened a new market to residents of Atlanta and the rest of the country.

**SUMMARY OF 1995 SCHEDULED SERVICE
 BETWEEN THE UNITED STATES AND TORONTO**

<u>Market</u>	<u>Carrier</u>	<u>January 1995 Weekly Frequencies</u>	<u>Weekly One-way Seats</u>
Albany, New York	Business Express	11	209
Baltimore	Air Ontario	20	740
	USAir Express	<u>26</u>	<u>962</u>
		46	1,702
Boston	Air Canada	31	3,115
	USAir	<u>27</u>	<u>3,024</u>
		58	6,139
Cincinnati	Comair	41	2,050
Chicago (ORD)	Air Canada	33	3,290
	American	41	6,475
	United	<u>35</u>	<u>5,558</u>
		109	15,323
Cleveland	USAir	7	987
Dayton	USAir Express	17	561
Dallas/Ft. Worth	American	21	3,304
Detroit	Northwest	34	6,195
Grand Rapids	Astral Aviation	18	666
Hartford	Business Express	12	396
	Air Ontario	<u>18</u>	<u>666</u>
		30	1,062
Houston (IAH)	Air Canada	14	1,918

**SUMMARY OF 1995 SCHEDULED SERVICE
BETWEEN THE UNITED STATES AND TORONTO**

<u>Market</u>	<u>Carrier</u>	<u>January 1995 Weekly Frequencies</u>	<u>Weekly One-way Seats</u>
Indianapolis	USAir Express	6	198
Los Angeles	Air Canada	21	4,480
Miami 1/	Air Canada	29	4,725
	Delta	<u>7</u>	<u>966</u>
		36	5,691
Nashville 2/	American	13	1,807
New York City (LGA)	American	47	6,825
	Air Canada	<u>51</u>	<u>5,782</u>
		98	12,607
New York City (JFK)	Air Canada	1	137
Newark	Air Canada	39	4,410
Philadelphia	USAir	28	3,997
Pittsburgh	Delta	26	4,305
Rochester	USAir	21	2,254
San Francisco	United	7	1,316
	Air Canada	<u>21</u>	<u>3,339</u>
		28	4,655

**SUMMARY OF 1995 SCHEDULED SERVICE
BETWEEN THE UNITED STATES AND TORONTO**

<u>Market</u>	<u>Carrier</u>	<u>January 1995 Weekly Frequencies</u>	<u>Weekly One-way Seats</u>
Syracuse	Business Express	19	646
Tampa 1/	Delta	14	1,932
	Air Canada	<u>14</u>	<u>2,814</u>
		28	4,746
Washington D.C. (IAD)	Business Express	26	884
	Canadian Airlines Partner	<u>19</u>	<u>874</u>
		45	1,758

1/ - Application pending to transfer Tampa/Miami - Toronto routes to American Airlines. American Airlines has advised D.O.T. that it does not intend to operate Tampa-Toronto service.

2/ - American Airlines has announced that it will discontinue Nashville - Toronto service effective June 15, 1995.

Source: Official Airline Guide, January 1995

DELTA'S B-757 AIRCRAFT



Seats (F/Y)	180 (24F/156Y)	No. of Planes	84
# Abreast (F/Y)	4/6	Max. Takeoff Weight	223,800 Lbs.
Engines	2 Pratt & Whitney 2037	Max. Landing Weight	198,000 Lbs.
Cruising Speed	530 MPH	Max. Payload	46,285 Lbs.
Altitude	42,000 Feet	Cargo Compartment Capacity	1,728 Cu.Ft.
Total Thrust	76,400 Lbs.	Fuel Capacity	11,253 U.S. Gallons
Wing Span	124'6"		

Source: Company Records

**DELTA'S JET EQUIPMENT PROGRAM - AIRCRAFT
ON HAND, ON ORDER, AND ON OPTION AS OF DECEMBER 31, 1994**

Type Aircraft	Number <u>On Hand YE94</u>	Number on <u>Order Or Option*</u>	Total
MD-88	120	0	120
MD-90	0	69	69
MD-11	11	4	15
B-737-200	56	0	56
B-737-300	13	0	13
B-727-200	134	0	134
B-757-200	84	30	114
B-767-200	15	0	15
B-767-300	26	15	41
B-767-300ER	14	25	39
L-1011-1	32	0	32
L-1011-200	1	0	1
L-1011-250	6	0	6
L-1011-500	17	0	17
A-310-200	4	0	4
A-310-300	9	0	9
Total	<u>542</u>	<u>143</u>	<u>685</u>

* Through December 2003

Source: Company Records

STATEMENT OF AIRCRAFT AVAILABILITY

Delta's proposal to service the Atlanta-Toronto nonstop route will require one Boeing 757-200 aircraft. Delta has 84 such aircraft on hand. See Exhibit DL-141. Delta has already deployed the necessary aircraft in connection with implementation of its *pendente lite* exemption authority.

Delta's B-757-200 aircraft complies with FAR-Part 36 noise requirements.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

	TO YYZ							FROM YYZ						
BETWEEN YYZ AND	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP
ABI	DL 7420*	995	9001	06:30	14:30	DFW ATL	7	DL 9002	241	7435*	15:45	21:50	ATL DFW	
	DL 7426*	688	9003	13:27	21:15	DFW ATL								
ABQ								DL 9002	1091		15:45	20:45	ATL	
ABY	DL 7002*	9001		09:52	14:30	ATL	7	DL 9000	7003*		08:45	13:15	ATL	
	DL 7016*	9003		16:42	21:15	ATL		DL 9002	7009*		15:45	19:50	ATL	6
ACT	DL 7992*	688	9003	14:03	21:15	DFW ATL								
AGS	DL 1293	9001		10:10	14:30	ATL		DL 9000	7042*		08:45	12:50	ATL	
	DL 1946	9003		16:45	21:15	ATL		DL 9002	7044*		15:45	20:16	ATL	
ANC								DL 9002	451	1187	15:45	00:40	ATL SLC	
APF								DL 9000	919	3426*	08:45	16:10	ATL MCO	
								DL 9002	575	3462*	15:45	22:47	ATL MCO	
ATL	DL 9001			12:23	14:30			DL 9000			08:45	10:57		
	DL 9003			19:08	21:15			DL 9002			15:45	17:57		
AUS	DL 809	995	9001	06:35	14:30	DFW ATL		DL 9000	1033		08:45	13:15	ATL	
	DL 1033	688	9003	13:45	21:15	DFW ATL		DL 9002	1039		15:45	20:40	ATL	

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN YYZ AND	TO YYZ						FROM YYZ					
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP		CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	
AVL	DL 7028*	9001	09:58 14:30	ATL			DL 9000	1038	08:45 12:55	ATL		
	DL 397	9003	17:10 21:15	ATL			DL 9002	7025*	15:45 20:33	ATL		
BDA							DL 9000	162	08:45 15:50	ATL		
BFL	DL 5202*	178 9003	08:35 21:15	LAX ATL			DL 9000	269 5407*	08:45 15:40	ATL LAX		
							DL 9002	1085 5413*	15:45 23:10	ATL LAX		
BHM	DL 598	9001	09:20 14:30	ATL			DL 9000	1122	08:45 11:55	ATL		
	DL 618	9003	16:25 21:15	ATL			DL 9002	1694	15:45 19:25	ATL		
BNA	DL 1945	9001	09:05 14:30	ATL			DL 9000	1778	08:45 11:55	ATL		
	DL 1091	9003	16:15 21:15	ATL			DL 9002	474	15:45 19:10	ATL		
BOI	DL 5951*	160 9003	10:30 21:15	SLC ATL			DL 9000	705 1650	08:45 16:10	ATL SLC		
							DL 9002	451 446	15:45 22:30	ATL SLC		
BQK							DL 9002	7049*	15:45 20:20	ATL	6	
BTM							DL 9002	451 5966*	15:45 22:29	ATL SLC		
BTR	DL 1592	9001	07:50 14:30	ATL			DL 9000	1115	08:45 12:25	ATL		
	DL 756	9003	14:55 21:15	ATL			DL 9002	1543	15:45 19:55	ATL		

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN YYZ AND	TO YYZ					FROM YYZ				
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP
BUR						DL 9000	391 5609*	08:45 14:40	ATL SAN	
						DL 9002	451 5964*	15:45 22:07	ATL SLC	
BZN						DL 9002	451 1882	15:45 22:55	ATL SLC	
CAE	DL 1229	9001	10:00 14:30	ATL		DL 9000	1436	08:45 12:50	ATL	
	DL 1715	9003	17:15 21:15	ATL		DL 9002	1796	15:45 20:05	ATL	
CDC	DL 5803*	160 9003	10:35 21:15	SLC ATL		DL 9000	705 5806*	08:45 16:30	ATL SLC	
CHA	DL 1436	9001	10:20 14:30	ATL		DL 9000	7291*	08:45 12:38	ATL	
	DL 567	9003	16:40 21:15	ATL		DL 9002	7295*	15:45 20:02	ATL	
CHS	DL 1719	9001	10:05 14:30	ATL		DL 9000	929	08:45 12:50	ATL	
	DL 760	9003	17:10 21:15	ATL		DL 9002	1811	15:45 20:00	ATL	
CLL	DL 7900*	995 9001	06:05 14:30	DFW ATL 7						
	DL 7904*	688 9003	13:25 21:15	DFW ATL						
CLT	DL 1559	9001	10:00 14:30	ATL		DL 9000	1592	08:45 12:50	ATL	7
	DL 1276	9003	17:00 21:15	ATL		DL 9002	1967	15:45 20:20	ATL	
COS						DL 9000	946	08:45 16:10	ATL	

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN VVZ AND	TO VVZ						FROM VVZ					
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP		CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	
CRP	DL 7635*	688 9003	12:40 21:15	DFW ATL			DL 9002	241 7638*	15:45 22:28	ATL DFW		
CSG	DL 7074*	9001	11:09 14:30	ATL			DL 9000	323	08:45 12:25	ATL	6	
	DL 7080*	9003	17:50 21:15	ATL			DL 9002	7081*	15:45 19:35	ATL		
DAB	DL 1263	9003	17:05 21:15	ATL			DL 9000	1180	08:45 13:00	ATL		
							DL 9002	1265	15:45 20:30	ATL		
DEN	DL 2026	9001	06:00 14:30	ATL			DL 9000	223	08:45 13:40	ATL		
	DL 1108	9003	12:50 21:15	ATL			DL 9002	675	15:45 20:50	ATL		
DFW	DL 995	9001	08:08 14:30	ATL			DL 9000	1229	08:45 13:07	ATL		
	DL 688	9003	15:17 21:15	ATL			DL 9002	241	15:45 20:15	ATL		
DHN	DL 7103*	9001	08:55 14:30	ATL			DL 9000	7106*	08:45 12:02	ATL	6	
	DL 7111*	9003	16:12 21:15	ATL			DL 9002	7112*	15:45 19:05	ATL		
EKO	DL 5341*	160 9003	09:20 21:15	SLC ATL	6		DL 9000	705 5347*	08:45 14:40	ATL SLC		
							DL 9002	451 5349*	15:45 21:25	ATL SLC		
ELP							DL 9000	1955	08:45 16:10	ATL		
							DL 9002	1091 1642	15:45 22:42	ATL ABQ		
EYW							DL 9000	1510 3437*	08:45 15:30	ATL FLL		
							DL 9002	575 3582*	15:45 22:59	ATL MCO		

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

TO YYZ										FROM YYZ									
BETWEEN YYZ AND	CXR	FLIGHTS			DEPT/ARRV		CONNECT POINTS	NOOP		CXR	FLIGHTS			DEPT/ARRV		CONNECT POINTS	NOOP		
FAT	DL 5224*	178	9003	09:00	21:15	LAX	ATL			DL 9000	705	1505	08:45	15:15	ATL	SLC			
										DL 9002	451	229	15:45	22:10	ATL	SLC			
FLL	DL 269	9001		08:50	14:30	ATL				DL 9000	1510		08:45	13:35	ATL				
	DL 593	9003		16:20	21:15	ATL				DL 9002	429		15:45	21:15	ATL				
FLO	DL 7560*	9001		09:51	14:30	ATL													
	DL 7568*	9003		16:55	21:15	ATL													
FPO	DL 3522*	269	9001	07:30	14:30	FLL	ATL 7			DL 9000	1510	3554*	08:45	15:35	ATL	FLL			
										DL 9002	575	3653*	15:45	22:59	ATL	MCO			
FSM	DL 7408*	688	9003	13:30	21:15	DFW	ATL			DL 9002	241	7961*	15:45	22:02	ATL	DFW			
GEG										DL 9000	705	1478	08:45	15:50	ATL	SLC			
										DL 9002	451	1496	15:45	22:10	ATL	SLC			
GJT	DL 5912*	160	9003	10:35	21:15	SLC	ATL			DL 9000	705	5907*	08:45	15:45	ATL	SLC			
										DL 9002	451	5943*	15:45	22:20	ATL	SLC			
GNV	DL 7180*	9001		09:30	14:30	ATL				DL 9000	652		08:45	13:30	ATL				
	DL 7198*	9003		16:55	21:15	ATL				DL 9002	1805		15:45	20:15	ATL				
GPT	DL 7549*	9001		08:28	14:30	ATL		7		DL 9000	7529*		08:45	12:36	ATL				

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT, DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN YYZ AND	TO YYZ					FROM YYZ				
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP
	DL 7540*	9003	15:10 21:15	ATL						
GSP	DL 1495 DL 1665	9001 9003	10:00 14:30 17:10 21:15	ATL ATL		DL 9000 DL 9002	7163* 760	08:45 12:56 15:45 19:55	ATL ATL	
GTR	DL 7099*	9003	16:00 21:15	ATL		DL 9002	7087*	15:45 19:24	ATL	
HLN						DL 9002	451 1452	15:45 22:50	ATL SLC	
HNL						DL 9000	053	08:45 16:35	ATL	14
HOU	DL 7716* DL 1547	995 9001 9003	06:10 14:30 15:05 21:15	DFW ATL ATL						
HSV	DL 1624 DL 1121	9001 9003	09:20 14:30 16:25 21:15	ATL ATL		DL 9000 DL 9002	7193* 1002	08:45 11:53 15:45 18:55	ATL ATL	
IAH	DL 942 DL 941	9001 688 9003	08:15 14:30 13:35 21:15	ATL DFW ATL		DL 9000 DL 9002	941 823	08:45 13:00 15:45 20:10	ATL ATL	
ICT	DL 652 DL 846	9001 9003	08:00 14:30 14:55 21:15	ATL ATL		DL 9000 DL 9002	1559 1263	08:45 13:35 15:45 20:45	ATL ATL	
IDA	DL 5906*	160 9003	10:35 21:15	SLC ATL		DL 9000 DL 9002	705 5324* 451 1942	08:45 15:50 15:45 22:30	ATL SLC ATL SLC	

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN VVZ AND	TO VYZ					FROM VYZ				
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP
LBB	DL 7630*	688 9003	12:57 21:15	DFW ATL						
LIT	DL 358	9001	07:50 14:30	ATL		DL 9000 1679	08:45 12:30	ATL		
						DL 9002 1774	15:45 19:40	ATL		
MCI	DL 883	9001	08:00 14:30	ATL		DL 9000 1652	08:45 12:50	ATL		
						DL 9002 470	15:45 20:30	ATL		
MCN	DL 7211*	9001	10:05 14:30	ATL	6	DL 9000 7212*	08:45 12:24	ATL		
	DL 7219*	9003	17:50 21:15	ATL	6	DL 9002 7224*	15:45 20:00	ATL		
MCO	DL 758	9001	09:20 14:30	ATL		DL 9000 919	08:45 13:25	ATL		
	DL 238	9003	16:30 21:15	ATL		DL 9002 575	15:45 20:50	ATL		
MEI	DL 7231*	9003	15:59 21:15	ATL	6	DL 9000 7226*	08:45 12:37	ATL		
MEM	DL 358	9001	08:55 14:30	ATL		DL 9000 946	08:45 12:20	ATL		
	DL 842	9003	16:05 21:15	ATL		DL 9002 1677	15:45 20:10	ATL		
MEX						DL 9002 385	15:45 21:55	ATL		
MGM	DL 7238*	9001	09:14 14:30	ATL		DL 9000 1101	08:45 11:40	ATL		
	DL 7240*	9003	16:06 21:15	ATL		DL 9002 377	15:45 18:52	ATL		

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN YYZ AND	TO YYZ					FROM YYZ				
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP
MIA	DL 1079	9001	09:00	14:30 ATL		DL 9000	765	08:45	14:10 ATL	
	DL 634	9003	15:50	21:15 ATL		DL 9002	373	15:45	21:15 ATL	
MLB						DL 9000	1289	08:45	13:40 ATL	
						DL 9002	575 3532*	15:45	22:17 ATL MCO	
MLU	DL 1074	9003	15:29	21:15 ATL		DL 9000	1101	08:45	13:08 ATL	
						DL 9002	1035	15:45	20:33 ATL	
MOB	DL 1592	9001	09:01	14:30 ATL		DL 9000	1221	08:45	12:00 ATL	
	DL 756	9003	16:05	21:15 ATL		DL 9002	1035	15:45	19:10 ATL	
MRV						DL 9000	269 5244*	08:45	15:45 ATL LAX	
						DL 9002	1085 5248*	15:45	23:25 ATL LAX	
MSO						DL 9000	705 1267	08:45	16:10 ATL SLC	
						DL 9002	451 881	15:45	23:00 ATL SLC	
MSY	DL 684	9001	08:35	14:30 ATL		DL 9000	463	08:45	12:35 ATL	
	DL 938	9003	15:45	21:15 ATL		DL 9002	405	15:45	19:25 ATL	
MYR	DL 7356*	9001	09:42	14:30 ATL		DL 9000	7389*	08:45	13:35 ATL	
	DL 7384*	9003	16:12	21:15 ATL		DL 9002	7357*	15:45	20:57 ATL	

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

	TO VVZ							FROM VVZ								
BETWEEN VVZ AND	CXR	FLIGHTS			DEPT/ARRV		CONNECT POINTS	NOOP	CXR	FLIGHTS			DEPT/ARRV		CONNECT POINTS	NOOP
NAS	DL	894	9003		16:00	21:15	ATL		DL 9000	459		08:45	13:50	ATL		
									DL 9002	575	3601*	15:45	23:10	ATL	MCO	
OAK	DL	552	160	9003	08:55	21:15	SLC ATL		DL 9000	705	1703	08:45	15:40	ATL	SLC	
									DL 9002	451	1437	15:45	22:14	ATL	SLC	
OGG									DL 9000	053	1579	08:45	18:58	ATL	HNL 14	
OKC	DL 7693*	995	9001		06:30	14:30	DFW ATL		DL 9000	1955		08:45	13:15	ATL		
	DL 1955	688	9003		13:40	21:15	DFW ATL		DL 9002	1081		15:45	20:30	ATL		
ONT	DL 5620*	178	9003		08:50	21:15	LAX ATL		DL 9000	705	1536	08:45	15:30	ATL	SLC	
									DL 9002	489		15:45	21:10	ATL		
PBI	DL 916	9001			09:10	14:30	ATL		DL 9000	821		08:45	13:35	ATL		
	DL 268	9003			16:10	21:15	ATL		DL 9002	1167		15:45	21:10	ATL		
PDX	DL 1522	160	9003		08:50	21:15	SLC ATL		DL 9000	705	417	08:45	15:40	ATL	SLC	
									DL 9002	197		15:45	22:56	ATL		
PFN	DL 380	9001			09:05	14:30	ATL		DL 9000	879		08:45	12:00	ATL		
	DL 1081	9003			16:15	21:15	ATL		DL 9002	7257*		15:45	19:17	ATL		
PHX	DL 1196	160	9003		09:50	21:15	SLC ATL		DL 9000	723		08:45	13:55	ATL		
									DL 9002	345		15:45	21:15	ATL		
PIH	DL 5918*	160	9003		10:40	21:15	SLC ATL		DL 9000	705	5919*	08:45	15:50	ATL	SLC	
									DL 9002	451	5327*	15:45	22:20	ATL	SLC	
PNS	DL 7544*	9001			08:25	14:30	ATL		DL 9000	665		08:45	11:55	ATL		

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

	TO YYZ						FROM YYZ							
BETWEEN YYZ AND	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP
	DL 700	9003		16:15	21:15	ATL		DL 9002	1121		15:45	19:15	ATL	
PSC	DL 1716	160	9003	08:00	21:15	SLC ATL		DL 9002	451	1200	15:45	22:10	ATL SLC	
PSP	DL 5261*	178	9003	09:10	21:15	LAX ATL		DL 9000	723	5686*	08:45	14:54	ATL PHX	
								DL 9002	1085	5265*	15:45	23:00	ATL LAX	
RNO	DL 1812	160	9003	09:05	21:15	SLC ATL		DL 9002	451	1667	15:45	22:00	ATL SLC	
RSW	DL 1775	9003		16:25	21:15	ATL		DL 9000	681		08:45	13:30	ATL	
								DL 9002	1195		15:45	21:00	ATL	
SAN	DL 859	178	9003	09:40	21:15	LAX ATL		DL 9000	391		08:45	13:40	ATL	
								DL 9002	547		15:45	20:40	ATL	
SAT	DL 7701*	995	9001	06:14	14:30	DFW ATL		DL 9000	376		08:45	13:40	ATL	
	DL 1268	9003		14:35	21:15	ATL		DL 9002	781		15:45	20:55	ATL	
SAV	DL 2040	9001		10:05	14:30	ATL		DL 9000	7054*		08:45	12:55	ATL	
	DL 1804	9003		17:15	21:15	ATL		DL 9002	1526		15:45	20:15	ATL	
SBA	DL 5474*	178	9003	09:20	21:15	LAX ATL		DL 9000	391	5695*	08:45	15:35	ATL SAN	
								DL 9002	1085	5247*	15:45	23:00	ATL LAX	
SBP	DL 5502*	178	9003	08:30	21:15	LAX ATL		DL 9000	269	5517*	08:45	15:45	ATL LAX	
								DL 9002	1085	5515*	15:45	23:15	ATL LAX	

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN VYZ AND	TO VYZ							FROM VYZ						
	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP
SEA	DL 1524	160	9003	08:10	21:15	SLC	ATL	DL 9000	705	707	08:45	15:45	ATL	SLC
								DL 9002	197		15:45	21:30	ATL	
SFO	DL 1516	160	9003	08:40	21:15	SLC	ATL	DL 9000	977		08:45	14:35	ATL	
								DL 9002	221		15:45	21:30	ATL	
SGU	DL 5355*	160	9003	10:30	21:15	SLC	ATL	DL 9000	705	5351*	08:45	16:10	ATL	SLC
SHV	DL 1779	995	9001	06:05	14:30	DFW	ATL	DL 9000	1727		08:45	13:05	ATL	
	DL 1074	9003		14:30	21:15	ATL		DL 9002	1153		15:45	19:51	ATL	
SJC	DL 1976	160	9003	08:30	21:15	SLC	ATL	DL 9000	705	1707	08:45	15:40	ATL	SLC
								DL 9002	451	1222	15:45	22:30	ATL	SLC
SJT	DL 7344*	688	9003	13:18	21:15	DFW	ATL	DL 9002	241	7355*	15:45	22:05	ATL	DFW
SJU	DL 187	9003		15:25	21:15	ATL		DL 9000	464		08:45	16:15	ATL	
								DL 9002	449		15:45	23:20	ATL	
SLC	DL 160	9003		12:20	21:15	ATL		DL 9000	705		08:45	13:53	ATL	
								DL 9002	451		15:45	20:55	ATL	
SMF	DL 308	160	9003	08:55	21:15	SLC	ATL	DL 9000	705	1698	08:45	15:40	ATL	SLC
								DL 9002	451	1485	15:45	22:10	ATL	SLC

NOTE: * INDICATES A COMMUTER FLIGHT.
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DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

TO YYZ										FROM YYZ									
BETWEEN YYZ AND	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOOP	CXR	FLIGHTS		DEPT/ARRV		CONNECT POINTS	NOQP					
SMX	DL 5490*	178	9003	08:15	21:15	LAX ATL		DL 9000	269	5493*	08:45	15:45	ATL LAX						
								DL 9002	1085	5499*	15:45	23:15	ATL LAX						
SNA	DL 1470	160	9003	08:40	21:15	SLC ATL		DL 9000	269	5477*	08:45	15:05	ATL LAX						
								DL 9002	451	751	15:45	22:10	ATL SLC						
SPS	DL 7440*	995	9001	06:34	14:30	DFW ATL 7		DL 9000	1229	7445*	08:45	15:25	ATL DFW						
	DL 7444*	688	9003	13:45	21:15	DFW ATL		DL 9002	241	7451*	15:45	21:59	ATL DFW						
SRQ	DL 776	268	9003	14:00	21:15	PBI ATL		DL 9000	1681		08:45	13:35	ATL						
								DL 9002	1023		15:45	20:50	ATL						
SUN	DL 5932*	160	9003	10:35	21:15	SLC ATL		DL 9000	705	5935*	08:45	15:50	ATL SLC						
								DL 9002	451	5939*	15:45	22:20	ATL SLC						
TLH	DL 1727	9001		10:05	14:30	ATL		DL 9000	185		08:45	12:55	ATL						
	DL 1694	9003		17:20	21:15	ATL		DL 9002	846		15:45	20:00	ATL						
TPA	DL 766	9001		09:20	14:30	ATL		DL 9000	439		08:45	13:15	ATL						
	DL 451	9003		16:15	21:15	ATL		DL 9002	225		15:45	20:35	ATL						
TRI	DL 946	9001		10:10	14:30	ATL		DL 9000	1612		08:45	12:55	ATL						
	DL 7300*	9003		16:49	21:15	ATL		DL 9002	7301*		15:45	20:35	ATL						

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

DELTA'S YEAR 1 PROPOSAL
FOR THE ATLANTA - TORONTO SEGMENT /1

BETWEEN YYZ AND	TO YYZ						FROM YYZ					
	CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP		CXR	FLIGHTS	DEPT/ARRV	CONNECT POINTS	NOOP	
TUL	DL 7601*	995 9001	06:20 14:30	DFW ATL			DL 9000	1481	08:45 12:47	ATL		
	DL 7607*	688 9003	13:27 21:15	DFW ATL			DL 9002	1286	15:45 20:05	ATL		
TUS	DL 1007	178 9003	09:55 21:15	LAX ATL			DL 9000	269 262	08:45 16:17	ATL LAX		
							DL 9002	345 1611	15:45 22:35	ATL PHX		
TWF	DL 5302*	160 9003	10:35 21:15	SLC ATL			DL 9000	705 5305*	08:45 15:50	ATL SLC		
							DL 9002	451 5309*	15:45 22:15	ATL SLC		
TXK	DL 7998*	995 9001	06:15 14:30	DFW ATL 7			DL 9002	241 7469*	15:45 22:05	ATL DFW		
	DL 7466*	688 9003	13:15 21:15	DFW ATL								
TYR	DL 7460*	995 9001	06:40 14:30	DFW ATL 7			DL 9002	241 7999*	15:45 21:40	ATL DFW		
	DL 7335*	688 9003	14:03 21:15	DFW ATL								
TVS	DL 911	9001	10:15 14:30	ATL			DL 9000	1628	08:45 12:55	ATL	6	
	DL 470	9003	17:20 21:15	ATL								
VLD	DL 7320*	9001	10:00 14:30	ATL								
VPS	DL 7156*	9001	08:53 14:30	ATL			DL 9000	7133*	08:45 12:04	ATL		
	DL 7136*	9003	16:04 21:15	ATL			DL 9002	7142*	15:45 19:34	ATL		
WYS							DL 9002	451 5872*	15:45 22:50	ATL SLC		
YUM	DL 5423*	178 9003	09:15 21:15	LAX ATL			DL 9000	269 5297*	08:45 16:57	ATL LAX		
							DL 9002	345 5683*	15:45 22:45	ATL PHX		

NOTE: * INDICATES A COMMUTER FLIGHT.
ALL CITY CODES ARE IDENTIFIED IN EXHIBIT DL-602.

**DELTA'S YEAR ONE PROPOSAL
FOR THE ATLANTA-TORONTO SEGMENT**

- 1/ Service is based on the following parameters:
- a) Two stops allowed in single plane service.
 - b) Two stops allowed in connecting service.
 - c) Maximum connecting time of two hours.
 - d) Maximum circuitry of 175% allowed in connection routings,
excluding markets located within 275 miles of gateway.
 - e) Minimum of four operations per week to be considered.

**DELTA'S PROPOSED ATLANTA - TORONTO SERVICE WILL
CREATE THE SHORTEST ELAPSED TIMES IN 25 MARKETS
WITH OVER 152,000 BASE YEAR O&D PASSENGERS**

City	O&D Traffic	Average Elapsed Time Improvement
Albany,GA	470	1:05
Atlanta,GA	90,110	1:15
Augusta,GA	1,920	0:16
Baton Rouge,LA	2,450	0:37
Brunswick,GA	150	0:38
Charleston,SC	4,520	0:13
Columbus,GA	1,250	1:07
Columbus,MS	560	0:03
Daytona Beach,FL	4,440	0:46
Dothan,AL	340	1:15
Fort Walton Beach,FL	1,330	0:15
Gainesville,FL	1,530	0:48
Gulfport,MS	310	0:11
Macon,GA	80	1:29
Meridian,MS	130	1:22
Mobile,AL	1,690	0:30
Montgomery,AL	1,360	0:32
Myrtle Beach,SC	6,900	0:06
Nassau 1/	4,980	0:20
Panama City,FL	3,560	1:03
Pensacola,FL	1,870	0:49
San Juan 1/	15,930	0:18
Savannah,GA	4,490	0:20
Tallahassee,FL	1,890	0:57
Valdosta,GA	60	0:22
	<hr/> 152,320	

1/ O&D traffic for Nassau and San Juan from U.S. O&D Survey for year ending 2Q94.

Sources: PC-IR-2A
DL-201

Official Airline Guide, January 1995

**ESTIMATED TRAFFIC AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto And:	CY 1993 O&D Passenger Traffic 1/	YE 1Q96 Passengers 2/	Market Stim. 3/	YE 1Q96 Passengers After Stimulation	Delta's Share 4/	YE 1Q96 Delta Passengers
<u>Nonstop</u>						
Atlanta, GA	90,110	96,307	50%	144,460	55%	79,453
<u>Online Connecting Markets</u>						
Albany, GA	470	502	25%	628	66%	415
Albuquerque, NM	9,280	9,918	0%	9,918	5%	517
Asheville, NC	1,950	2,084	0%	2,084	42%	883
Augusta, GA	1,920	2,052	25%	2,565	42%	1,088
Austin, TX	9,410	10,057	0%	10,057	8%	838
Baton Rouge, LA	2,450	2,618	25%	3,273	53%	1,743
Bermuda	2,640	2,822	0%	2,822	25%	706
Birmingham, AL	4,700	5,023	0%	5,023	20%	990
Brunswick, GA	150	160	25%	200	32%	63
Charleston, SC	4,520	4,831	25%	6,039	38%	2,318
Charlotte, NC	18,680	19,965	0%	19,965	17%	3,434
Chattanooga, TN	3,500	3,741	0%	3,741	22%	841
Columbia, SC	4,310	4,606	0%	4,606	30%	1,373
Columbus, GA	1,250	1,336	25%	1,670	63%	1,058
Columbus, MS	560	599	25%	748	37%	278
Dallas/Ft. Worth, TX	102,130	109,153	0%	109,153	3%	3,275
Daytona Beach, FL	4,440	4,745	25%	5,932	48%	2,826
Dothan, AL	340	363	25%	454	59%	267
Florence, SC	630	673	25%	842	50%	421
Fort Lauderdale, FL	40,740	43,542	0%	43,542	14%	6,096
Fort Myers, FL	17,660	18,874	0%	18,874	13%	2,410
Ft. Walton Beach, FL	1,330	1,421	25%	1,777	23%	406
Gainesville, FL	1,530	1,635	25%	2,044	48%	991
Greenville/S'burg, SC	6,160	6,584	0%	6,584	21%	1,367
Gulfport/Biloxi, MS	310	331	25%	414	30%	122
Honolulu, HA	17,290	18,479	0%	18,479	7%	1,279
Houston, TX	29,070	31,069	0%	31,069	2%	575
Huntsville, AL	3,080	3,292	0%	3,292	26%	850

**ESTIMATED TRAFFIC AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto And:	CY 1993 O&D Passenger Traffic 1/	YE 1Q96 Passengers 2/	Market Stim. 3/	YE 1Q96 Passengers After Stimulation	Delta's Share 4/	YE 1Q96 Delta Passengers
Jackson, MS	1,830	1,956	0%	1,956	25%	482
Jacksonville, FL	9,050	9,672	0%	9,672	19%	1,802
Kansas City, MO	19,990	21,365	0%	21,365	6%	1,340
Knoxville, TN	4,150	4,435	0%	4,435	19%	852
Las Vegas, NV	31,900	34,094	0%	34,094	1%	498
Little Rock, AR	3,710	3,965	0%	3,965	13%	529
Los Angeles, CA	247,580	264,606	0%	264,606	5%	13,230
Macon, GA	80	86	25%	107	61%	65
Melbourne, FL	1,990	2,127	25%	2,659	21%	549
Memphis, TN	10,370	11,083	0%	11,083	12%	1,373
Meridian, MS	130	139	25%	174	56%	97
Mexico City, Mexico	20,420	21,824	0%	21,824	6%	1,213
Mobile, AL	1,690	1,806	25%	2,258	50%	1,136
Monroe, LA	490	524	0%	524	89%	467
Montgomery, AL	1,360	1,454	25%	1,817	51%	927
Myrtle Beach, SC	6,900	7,375	25%	9,218	26%	2,439
Nassau, Bahamas	4,600	4,916	25%	6,145	30%	1,871
New Orleans, LA	27,560	29,455	0%	29,455	10%	3,022
Oklahoma City, OK	3,860	4,125	0%	4,125	10%	412
Ontario, CA	9,850	10,527	0%	10,527	6%	585
Orlando, FL	74,340	79,452	0%	79,452	6%	5,069
Panama City, FL	3,560	3,805	25%	4,756	64%	3,064
Pensacola, FL	1,870	1,999	25%	2,498	36%	893
Phoenix, AZ	49,030	52,402	0%	52,402	5%	2,421
Salt Lake City, UT	16,790	17,945	0%	17,945	13%	2,313
San Antonio, TX	12,650	13,520	0%	13,520	11%	1,548
San Diego, CA	32,030	34,233	0%	34,233	5%	1,869
San Juan, Puerto Rico	11,840	12,654	25%	15,818	29%	4,579
Sarasota, FL	10,250	10,955	0%	10,955	16%	1,805
Savannah, GA	4,490	4,799	25%	5,998	41%	2,469
Shreveport, LA	940	1,005	0%	1,005	43%	429
Tallahassee, FL	1,890	2,020	25%	2,525	52%	1,324
Tri-Cities, TN	1,940	2,073	0%	2,073	31%	647
Tulsa, OK	5,320	5,686	0%	5,686	11%	606

**ESTIMATED TRAFFIC AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto And:	CY 1993 O&D Passenger <u>Traffic 1/</u>	YE 1Q96 <u>Passengers 2/</u>	Market <u>Stim. 3/</u>	YE 1Q96 Passengers After <u>Stimulation</u>	Delta's <u>Share 4/</u>	YE 1Q96 Delta <u>Passengers</u>
Valdosta, GA	60	64	25%	80	23%	19
West Palm Beach, FL	20,030	21,407	0%	21,407	12%	2,560
Wichita, KS	4,560	4,874	0%	4,874	24%	1,147
Wilmington, NC	1,480	1,582	25%	1,977	17%	345
Total Online Connecting	951,080	1,016,485	2%	1,033,008	10%	103,426
<u>TOTAL</u>	<u>1,041,190</u>	<u>1,112,791</u>	<u>6%</u>	<u>1,177,468</u>	<u>16%</u>	<u>182,879</u>

**ESTIMATED TRAFFIC AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

- 1/ a) PC-IR-2A
b) Mexico City, Bermuda, and Nassau from CY 1993 U.S. DOT O&D Survey.
- 2/ At 3% annual rate. See DL-310.
- 3/ Local market stimulation based on Delta's experience in new nonstop international markets. Connecting markets stimulated based on first nonstop to nonstop connecting service provided or for elapsed time improvement.
- 4/ Local market share is based on average share Delta realizes in similar markets as shown in DL-302. All other market shares are based on industry QSI points based on December 1994 scheduled service and applied as shown in the following table:

<u>Type of Service</u>	<u>Points</u>
Nonstop	1.00
One-stop	0.65
Nonstop to nonstop connection	0.45
Two-stop	0.30
One-stop to nonstop connection	0.25
Nonstop to one-stop connection	0.25

<u>Aircraft Adjustment</u>	<u>Bonus/Penalty</u>
Widebody	25% bonus
Narrowbody	no adjustment
Less than 90 seats	40% penalty
Less than 50 seats	70% penalty
Less than 28 seats	75% penalty

**DELTA LOCAL TRAFFIC SHARE IN NONSTOP MARKETS
THAT ARE SIMILAR TO THE ATLANTA-TORONTO MARKET**

<u>MARKET</u>	<u>DELTA TRAFFIC SHARE</u>
ATLANTA-ALBANY, NY	75.0%
ATLANTA-ALLENTOWN, PA	85.6%
ATLANTA-BALTIMORE, MD	65.6%
ATLANTA-BOSTON, MA	69.5%
ATLANTA-BUFFALO, NY	70.7%
ATLANTA-CLEVELAND, OH	64.8%
ATLANTA-COLUMBUS, OH	79.9%
ATLANTA-HARRISBURG, PA	77.4%
ATLANTA-HARTFORD, CT	79.7%
ATLANTA-PORTLAND, ME	73.8%
ATLANTA-PROVIDENCE, RI	73.6%
ATLANTA-ROCHESTER, NY	68.2%
ATLANTA-SYRACUSE, NY	70.6%

TORONTO-UNITED STATES
TRAFFIC GROWTH RATES

<u>Period</u>	<u>Yr-Over-Yr Growth Rate</u>
CY 1989	2.30%
CY 1990	8.10%
CY 1991	-9.90%
CY 1992	6.60%
CY 1993	3.80%

Source: PC-IR-2A

HISTORICAL O&D PASSENGERS
BETWEEN TORONTO AND THE UNITED STATES

<u>Period</u>	<u>O&D</u> <u>Psgrs</u>
CY 1988	3,479,320
CY 1989	3,561,040
CY 1990	3,848,510
CY 1991	3,469,130
CY 1992	3,697,870
CY 1993	3,837,220

Source: PC-IR-2A

TORONTO-ATLANTA
TRAFFIC GROWTH RATES

<u>Period</u>	<u>Yr-Over-Yr Growth Rate</u>
CY 1989	-12.2% 1/
CY 1990	12.3%
CY 1991	-10.1% 1/
CY 1992	21.5%
CY 1993	13.5%

1/ Eastern Airlines, which offered one-stop service in the Toronto-Atlanta market, filed Chapter 11 in March 1989 and service was curtailed for some time. Eastern ceased operations in January 1991.

Source: PC-IR-2A

**HISTORICAL O&D PASSENGERS
BETWEEN TORONTO AND ATLANTA**

<u>Period</u>	<u>O&D Psgs</u>
CY 1988	73,770
CY 1989	64,780
CY 1990	72,720
CY 1991	65,380
CY 1992	79,410
CY 1993	90,110

Source: PC-IR-2A

**ESTIMATED REVENUE PASSENGER MILES
AND PASSENGER REVENUE AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto And:	YE 1Q96 Delta Passengers 1/	YE 1Q96 On Segment RPMs 2/	YE 1Q96 Beyond Miles 3/		Avg Rev/ Psg 4/	YE 1Q96 Passenger Revenue
<u>Nonstop</u>						
Atlanta, GA	79,453	58,715,767	0	0	\$195	\$15,493,335
<u>Online Connecting Markets</u>						
Albany, GA *	415	306,685	146	60,590	\$137	\$56,855
Albuquerque, NM	517	382,063	1,269	656,073	\$228	\$117,876
Asheville, NC	883	652,537	164	144,812	\$195	\$172,185
Augusta, GA	1,088	804,032	143	155,584	\$195	\$212,160
Austin, TX	838	619,282	812	680,456	\$277	\$232,126
Baton Rouge, LA	1,743	1,288,077	449	782,607	\$222	\$386,946
Bermuda	706	521,734	1,148	810,488	\$165	\$116,490
Birmingham, AL	990	731,610	134	132,660	\$195	\$193,050
Brunswick, GA *	63	46,557	238	14,994	\$137	\$8,631
Charleston, SC	2,318	1,713,002	259	600,362	\$185	\$428,830
Charlotte, NC	3,434	2,537,726	227	779,518	\$195	\$669,630
Chattanooga, TN	841	621,499	106	89,146	\$195	\$163,995
Columbia, SC	1,373	1,014,647	192	263,616	\$195	\$267,735
Columbus, GA	1,058	781,862	83	87,814	\$195	\$206,310
Columbus, MS *	278	205,442	241	66,998	\$137	\$38,086
Dallas/Ft. Worth, TX	3,275	2,420,225	731	2,394,025	\$220	\$720,500
Daytona Beach, FL	2,826	2,088,414	366	1,034,316	\$153	\$432,378
Dothan, AL *	267	197,313	171	45,657	\$137	\$36,579
Florence, SC *	421	311,119	273	114,933	\$137	\$57,677
Fort Lauderdale, FL	6,096	4,504,944	581	3,541,776	\$143	\$871,728
Fort Myers, FL	2,410	1,780,990	515	1,241,150	\$161	\$388,010
Ft. Walton Beach, FL *	406	300,034	264	107,184	\$137	\$55,622
Gainesville, FL	991	732,349	300	297,300	\$182	\$180,362
Greenville/S'burg, SC	1,367	1,010,213	154	210,518	\$195	\$266,565
Gulfport/Biloxi, MS *	122	90,158	352	42,944	\$137	\$16,714
Honolulu, HA	1,279	945,181	4,502	5,758,058	\$349	\$446,371
Houston, TX	575	424,925	689	396,175	\$228	\$131,100
Huntsville, AL	850	628,150	151	128,350	\$195	\$165,750

**ESTIMATED REVENUE PASSENGER MILES
AND PASSENGER REVENUE AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto <u>And:</u>	YE 1Q96 Delta <u>Passengers 1/</u>	YE 1Q96 On Segment <u>RPMs 2/</u>	YE 1Q96 <u>Beyond</u> <u>Miles 3/</u>		Avg Rev/ <u>Psg 4/</u>	YE 1Q96 Passenger <u>Revenue</u>
Jackson, MS	482	356,198	341	164,362	\$243	\$117,126
Jacksonville, FL	1,802	1,331,678	270	486,540	\$210	\$378,420
Kansas City, MO	1,340	990,260	693	928,620	\$231	\$309,540
Knoxville, TN	852	629,628	152	129,504	\$195	\$166,140
Las Vegas, NV	498	368,022	1,747	870,006	\$238	\$118,524
Little Rock, AR	529	390,931	453	239,637	\$232	\$122,728
Los Angeles, CA	13,230	9,776,970	1,947	25,758,810	\$183	\$2,421,090
Macon, GA *	65	48,035	79	5,135	\$137	\$8,905
Melbourne, FL	549	405,711	443	243,207	\$181	\$99,369
Memphis, TN	1,373	1,014,647	332	455,836	\$241	\$330,893
Meridian, MS *	97	71,683	267	25,899	\$137	\$13,289
Mexico City, Mexico	1,213	896,407	1,331	1,614,503	\$258	\$312,954
Mobile, AL	1,136	839,504	302	343,072	\$215	\$244,240
Monroe, LA	467	345,113	448	209,216	\$279	\$130,293
Montgomery, AL	927	685,053	147	136,269	\$195	\$180,765
Myrtle Beach, SC *	2,439	1,802,421	317	773,163	\$137	\$334,143
Nassau, Bahamas	1,871	1,382,669	725	1,356,475	\$190	\$355,490
New Orleans, LA	3,022	2,233,258	425	1,284,350	\$184	\$556,048
Oklahoma City, OK	412	304,468	761	313,532	\$234	\$96,408
Ontario, CA	585	432,315	1,900	1,111,500	\$230	\$134,550
Orlando, FL	5,069	3,745,991	403	2,042,807	\$136	\$689,384
Panama City, FL	3,064	2,264,296	247	756,808	\$181	\$554,584
Pensacola, FL	893	659,927	272	242,896	\$219	\$195,567
Phoenix, AZ	2,421	1,789,119	1,587	3,842,127	\$233	\$564,093
Salt Lake City, UT	2,313	1,709,307	1,589	3,675,357	\$280	\$647,640
San Antonio, TX	1,548	1,143,972	874	1,352,952	\$234	\$362,232
San Diego, CA	1,869	1,381,191	1,891	3,534,279	\$228	\$426,132
San Juan, Puerto Rico	4,579	3,383,881	1,547	7,083,713	\$236	\$1,080,644
Sarasota, FL	1,805	1,333,895	445	803,225	\$142	\$256,310
Savannah, GA	2,469	1,824,591	215	530,835	\$194	\$478,986
Shreveport, LA	429	317,031	552	236,808	\$244	\$104,676
Tallahassee, FL	1,324	978,436	223	295,252	\$195	\$258,180
Tri-Cities, TN	647	478,133	227	146,869	\$195	\$126,165
Tulsa, OK	606	447,834	674	408,444	\$267	\$161,802

**ESTIMATED REVENUE PASSENGER MILES
AND PASSENGER REVENUE AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

Between Toronto <u>And:</u>	YE 1Q96 Delta <u>Passengers 1/</u>	YE 1Q96 On Segment <u>RPMs 2/</u>	YE 1Q96 <u>Beyond</u> <u>Miles 3/</u>		Avg Rev/ <u>Psgr 4/</u>	YE 1Q96 Passenger <u>Revenue</u>
Valdosta, GA *	19	14,041	208	3,952	\$137	\$2,603
West Palm Beach, FL	2,560	1,891,840	545	1,395,200	\$158	\$404,480
Wichita, KS	1,147	847,633	781	895,807	\$281	\$322,307
Wilmington, NC *	345	254,955	377	130,065	\$137	\$47,265
Total Online Connecting	103,426	76,431,814		84,465,136	\$195	\$20,154,226
<u>TOTAL</u>	<u>182,879</u>	<u>135,147,581</u>		<u>84,465,136</u>	<u>\$195</u>	<u>\$35,647,561</u>

**ESTIMATED REVENUE PASSENGER MILES
AND PASSENGER REVENUE AVAILABLE TO
SUPPORT DELTA'S ATLANTA-TORONTO PROPOSAL**

- 1/ DL-301
- 2/ At 739 miles.
- 3/ Miles beyond Atlanta.
- 4/
 - (a) Atlanta local market average revenue/passenger derived from Exhibit DL-501.
 - (b) Markets denoted with an "*" represent Delta connection carrier markets and are based on comparable revenue/passenger with Atlanta less an average commuter proration.
 - (c) All other market's average revenue/passengers derived from the U.S. DOT O&D Survey Table 1A for YE 2Q94.

**PROJECTED FINANCIAL RESULTS OF
DELTA'S ATLANTA-TORONTO SERVICE PROPOSAL**

<u>Revenues</u>	Year Ending <u>1Q 1996</u>
Passenger 1/	\$35,647,561
Cargo 2/	<u>\$1,539,975</u>
 Total Revenues	 \$37,187,536
 <u>Expenses</u>	
Fuel 3/	\$1,712,345
Aircraft Related 4/	\$7,238,918
Passenger Servicing 5/	\$7,620,508
Commissions 6/	
Passenger 9.86%	\$3,514,850
Cargo 3.69%	\$56,825
General And Administrative 4/	<u>\$704,793</u>
 Total Expenses	 \$20,848,239
 <u>Operating Profit</u>	 <u>\$16,339,297</u>

1/ Exhibit DL-401

2/ At 4.32% of passenger revenue based on Delta's Domestic Entity
Experience (DL-405)

3/ Exhibit DL-406

4/ Exhibit DL-403

5/ Exhibit DL-404

6/ Exhibit DL-405

**AIRCRAFT RELATED EXPENSE PROJECTIONS
FOR DELTA'S PROPOSED ATLANTA - TORONTO SERVICE**

<u>Cost Category</u>	<u>Unit Cost 1/</u>	<u>Unit Basis</u>	<u>Annual Units 2/</u>	<u>Annual Expenses</u>
Crew Related	\$639.05	Blk. Hrs.	3,093	\$1,976,582
Other Flying	\$40.87	Blk. Hrs.	3,093	\$126,411
Maintenance -				
Flight	\$328.54	Blk. Hrs.	3,093	\$1,016,174
Burden	\$179.92	Blk. Hrs.	3,093	\$556,493
Ground	\$137.47	Depts.	1,432	\$196,857
Depreciation And Amortization				
Flight 3/	\$413.61	Blk. Hrs.	3,093	\$1,279,280
Ground	\$186.96	Depts.	1,432	\$267,727
Flight Attendants (5 per aircraft)	\$59.29	Flt. Att. Blk. Hrs.	15,465	\$916,920
Aircraft Servicing				
Line	\$313.35	Depts.	1,432	\$448,717
Control	\$66.37	Depts.	1,432	\$95,042
Landing Fees 4/				
Atlanta	\$113.00	Landings	716	\$80,908
Toronto	\$388.00	Landings	716	\$277,808
Total Aircraft Related Expenses (Except Fuel)				\$7,238,918
General And Administrative	\$0.0037	ASMs	190,484,640	\$704,793

-
- 1/ Delta's Domestic Entity Experience (DL-405)
2/ DL-410
3/ DL-405, Page 4
4/ City specific.

**PASSENGER SERVICING EXPENSES FOR
DELTA'S PROPOSED ATLANTA - TORONTO SERVICE**

<u>Category</u>	<u>Unit Cost 1/</u>	<u>Unit Basis</u>	<u>Annual Units 2/</u>	<u>Annual Expenses</u>
Passenger Servicing In Flight	\$0.0089	RPMs	219,612,717	\$1,954,553
Traffic Servicing Domestic 3/	\$16.21	Psgrs.	182,879	\$2,964,469
Reservation & Sales Domestic	\$12.01	Psgrs.	182,879	\$2,196,377
Advertising And Publicity	\$0.0023	RPMs	219,612,717	\$505,109
Total Passenger Servicing Expenses				\$7,620,508

1/ Delta's Domestic Entity experience except as noted (DL-405).

2/ DL-401

3/ Delta includes Canadian routes in the Domestic Entity.

**SUMMARY AND DERIVATION OF YEAR ENDED
SEPTEMBER 30, 1994 UNIT COSTS USING FORM 41 FINANCIAL SCHEDULES**

Form 41 Total Units - B-757 Aircraft

<u>Units</u>	<u>Domestic Entity</u>
BH = Block Hours (Ramp to Ramp)	325,997
DEP= Departures	145,189
RPM = Revenue Passenger Miles	14,533,342,000
RPE = Revenue Passengers Enplaned	81,521,007
PR = Passenger Revenue	\$8,893,625,000
FR = Freight Revenue	\$384,019,000
ASM = Available Seat Miles	22,142,986,000
 TB = Total Block Hours	 1,657,739
TDEP = Total Departures	913,561
TRPM = Total Revenue Passenger Miles	63,148,698,000
TASM = Total Available Seat Miles	97,979,602,000
TFABH = Total Flight Attendant Block Hours	7,700,314

**SUMMARY AND DERIVATION OF YEAR ENDED
SEPTEMBER 30, 1994 UNIT COSTS USING FORM 41 FINANCIAL SCHEDULES**

Methodology And Accounts For Form 41 Unit Costs
B-757 Aircraft

<u>Expense Category</u>	<u>Aircraft Specific</u>	<u>Unit</u>	<u>Domestic</u>	
			<u>Total Cost</u> <u>Incurred 1/</u> (000)	<u>Unit</u> <u>Cost</u>
Flying Operations				
Fuel 2/	Yes	BH		
Crew	Yes	BH	\$208,329	\$639.05
Other flying operations	Yes	BH	\$13,323	\$40.87
Maintenance -Flight	Yes	BH	\$107,104	\$328.54
Depr. And Amort. -Flight 3/	Yes	BH		
Maintenance - Ground	No	TDEP	\$125,585	\$137.47
Depr. And Amort. -Ground	No	TDEP	\$170,795	\$186.96
Maintenance Burden				
Flight Equipment	Yes	BH	\$58,652	\$179.92
Passenger Service:				
Flight Attendants	No	TFABH	\$456,579	\$59.29
In-Flight Service	No	TRPM	\$564,842	0.00890
Aircraft Servicing:				
Line Service	No	TDEP	\$286,262	\$313.35
Control	No	TDEP	\$60,634	\$66.37
Landing Fees 4/	No	TDEP		
Traffic Servicing	No	RPE	\$1,321,443	\$16.21
Reservations and Sales	No	RPE	\$979,467	\$12.01
Commissions:				
Passenger	No	PR	\$876,550	9.86%
Cargo	No	FR	\$14,169	3.69%
Advertising	No	TRPM	\$147,406	0.0023
General And Administrative	No	TASM	\$361,883	0.0037

1/ For Form 41 accounts, see page 3 of this exhibit

2/ DL- 406

3/ Page 4

4/ Airport specific costs used

**SUMMARY AND DERIVATION OF YEAR ENDED
SEPTEMBER 30, 1994 UNIT COST USING FORM 41 FINANCIAL SCHEDULES**

Form 41 Unit Costs B-757 Aircraft

<u>Expense Category</u>	<u>Aircraft Specific</u>	<u>Accounts</u>
Flying Operations		
Fuel, Oil, Taxes	Yes	51451, 51452
Crew	Yes	51230, 51240, 51570, 51281, 51360, 51680
Other Flying Operations	Yes	51990 Minus (Fuel plus crew plus 51470)
Maintenance-Flight	Yes	52780
Depr. & Amort.-Flight	Yes	70739, 70751, 70752, 70753, 70754, 70755, 70761
Maintenance-Ground	No	P7-31
Depreciation-Ground	No	P7-32
Maintenance Burden		
Flight Equipment	Yes	52796
Passenger Service:		
Flight Attendants	No	P7-5
In-Flight Service	No	P7-8 Minus P7-5
Aircraft Servicing:		
Line Service	No	P7-10
Control	No	P7-11
Landing Fees	No	P7-12
Traffic Servicing	No	P7-18
Reservations and Sales	No	P7-23 Minus (P6-26 Plus P6-27)
Commissions:		
Passenger	No	P6-26
Cargo	No	P6-27
Advertising	No	P7-28
General and Administrative	No	P7-29

Source: Company Records

**SUMMARY AND DERIVATION OF YEAR ENDED
SEPTEMBER 30, 1994 UNIT COSTS USING FORM 41 FINANCIAL SCHEDULES**

B-757 Depreciation Unit Costs

Depreciation Expense \$72,056,000

Depreciation for the domestic B-757 fleet
for 12 months ended September 30, 1994

Cost Per Block Hour Utilization

Based on the past utilization of this
aircraft, a total of 11.10 block hours per day
utilization for 43 owned aircraft translates
into a cost per hour of:

\$413.61

Source: Company Records

AIRCRAFT FUEL CONSUMPTION, COST AND AVAILABILITY

<u>Segment By Direction</u>	<u>Aircraft Type</u>	<u>Block Hours 1/</u>	<u>Fuel Burn Rate 2/</u>	<u>Fuel Gallons</u>	<u>Fuel Price 3/ (cents)</u>	<u>Fuel Expense</u>	<u>Cost Per Block Hour \$</u>
ATL-YYZ	B-757	1,518	986	1,496,748	54.60	\$817,224	\$538
YYZ-ATL	B-757	<u>1,575</u>	986	<u>1,552,950</u>	<u>57.64</u>	<u>\$895,120</u>	<u>\$568</u>
Totals/Averages		3,093		3,049,698	56.15	\$1,712,345	\$554

Statement of Availability:

Delta anticipates no difficulty in obtaining adequate fuel supplies to meet the requirements of its service proposal. Current fuel needs are secured through vendor contracts which would also be established following award of Canadian Authority.

1/ DL-410

2/ Company Records

3/ Actual Price for month ended November 30, 1994.

**CARGO FORECAST FOR
DELTA'S ATLANTA-TORONTO SERVICE PROPOSAL**

<u>Segment</u>	<u>Cargo 1/ (Pounds)</u>	<u>Rate</u>	<u>Revenue</u>
<u>Daily</u>			
ATL-YYZ	5,002	\$0.43	\$2,151
YYZ-ATL	5,002	\$0.43	\$2,151
<u>Annual</u>			
ATL-YYZ	1,790,671	\$0.43	\$769,988
YYZ-ATL	<u>1,790,668</u>	\$0.43	<u>\$769,987</u>
Total Annual Cargo	3,581,339		\$1,539,975

1/ Includes Freight, Express, DASH, and Mail. Cargo estimates based on Delta's Domestic Entity experience.

Source: Company Records

**PROJECTED START-UP COSTS FOR
DELTA'S ATLANTA-TORONTO SERVICE PROPOSAL**

Advertising and Promotion 1/	\$126,277
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1/ Delta currently serves Atlanta and Toronto and anticipates no other start-up costs.

**OPERATING STATISTICS FOR DELTA'S
PROPOSED ATLANTA-TORONTO SERVICE**

<u>Segments Flown</u>	<u>Average Block Hrs. Per Flight 1/</u>	<u>Annual Depts. 2/</u>	<u>Block Hours</u>	<u>Distance 3/</u>
Atlanta to Toronto	2.12	716	1,518	739
Toronto to Atlanta	2.20	<u>716</u>	<u>1,575</u>	739
Total		1,432	3,093	

Miles Per Roundtrip:

739 ATL-YYZ
739 YYZ-ATL
1,478

Annual

Plane Miles (716 flights 2/)	1,058,248
ASMS (180) seats	190,484,640
On-segment RPMS	135,147,581
Load Factor	70.95%

Departures/Landings By Station:

Atlanta	716
Toronto	<u>716</u>
Total	1432

1/ DL-101
2/ Estimated at annual completion factor of 98%
3/ DL-601

**DELTA'S ESTIMATED MARKET FARE CALCULATION
FOR PROPOSED NONSTOP ATLANTA-TORONTO SERVICE**

Atlanta-Toronto Market

Fare <u>Description</u>	Fare <u>Code</u>	One-Way <u>Fare \$US 1/</u>	Passenger <u>Distribution 2/</u>	<u>Weighted Average</u>	
				<u>All Fares Incl F Class</u>	<u>Excluding F Class</u>
Full Fare Types:					
First Class	F06	\$404	7%	\$26	
Coach Class	Y06	\$276	<u>35%</u>	<u>\$97</u>	<u>\$90</u>
Subtotal			42%	\$123	\$90
Discount Fare Types:					
Adv. Purchase/Excursion					
7-Day Advance Purchase	BE7NRC	\$162	30%	\$48	\$45
14-Day Advance Purchase	ME14NRC	\$138	<u>20%</u>	<u>\$28</u>	<u>\$26</u>
Subtotal			50%	\$75	\$70
Visit USA					
	KLCVUS94	\$117	1%	\$1	\$1
	KHCVUS94	\$126	2%	\$3	\$2
	KLVUS94	\$138	3%	\$4	\$4
	KHVUS94	\$148	<u>3%</u>	<u>\$4</u>	<u>\$4</u>
Subtotal			9%	\$12	\$11
Total Before Dilution			100%	\$211	\$172
Other Dilution			7.5%		
Total After Dilution				\$195	\$159

1/ Delta will offer the same fare level year round.

2/ Assumes a consistent annual passenger distribution pattern.

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

EXCURSIONS (7 and 14 Day Advance Purchase)

Rule Number	4027
Fare Type	-E7NRC Type and -E14NRC Type
Fare Class Codes	BE7NRC KE7NRC ME7NRC BE14NRC KE14NRC ME14NRC
Directionality	None
Inventory Control	Yes
Advance Reservations	7 Days before departure for: -E7 Type 14 Days before departure for: -E14 Type
Advance Purchase	7 Days after reservations for: -E7 Type 1 Day after reservations for: -E14 Type
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	None
Stopovers	<u>Between Canada and Hawaii:</u> 2 free stopovers permitted one in each direction (at HNL). Two additional permitted, one in each direction at U\$60/C\$78 each (at ATL CHI DFW PHX DEN PDX LAS SLC SAN LAX SFO OAK SJC ONT).
Minimum Stay	First Sunday after departure from origin. Exception: To/From LAS, 2 days after departure from origin.
Maximum Stay	30 days
Penalties	Nonrefundable fares. U\$35/C\$46 for changes.
Discounts	Infants under 2 years of age not occupying a seat travel free of charge. No tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

EXCURSIONS (7 Day Advance Purchase)

Rule Number	4027
Fare Type	-E7FLNC Type
Fare Class Codes	KE7FLNC ME7FLNC
Directionality	None
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	3 Days after reservations
Type of Journey	Round Trip
Seasonality	None
Stopovers	<u>Between Canada and Hawaii:</u> 2 free stopovers permitted one in each direction (at HNL). Two additional permitted, one in each direction at U\$60/C\$78 each (at ATL CHI DFW PHX DEN PDX LAS SLC SAN LAX SFO OAK SJC ONT).
Minimum Stay	First Sunday after departure from origin. Exception: To/From LAS, 2 days after departure from origin.
Maximum Stay	30 Days
Penalties	Nonrefundable fares. U\$35/C\$46 for changes.
Discounts	First accompanied child 2-11 years: 20% discount. Infants under 2 years of age not occupying a seat travel free of charge. No tour conductors.

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

TOUR INCLUSIVE TOURS

Rule Number	4043
Fare Type	-IT3P25 Type
Fare Class Codes	KWIT3P25 KXIT3P25
Directionality	None
Inventory Control	Yes
Advance Reservations	3 Days before departure
Advance Purchase	3 Days after reservations
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	None
Day of Week	Weekend: Friday through Sunday Midweek: Monday through Thursday
Stopovers	None
Minimum Stay	3 days
Maximum Stay	60 days
Penalties	25% for refunds/changes
Discounts	Accompanied child 2-11 years: 20% discount No tour conductors.
Tour/Cruise Package	Hotel accommodations for duration of trip

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

EXCURSIONS (7 Day Advance Purchase)

Rule Number	4101
Fare Type	-E7FL Type
Fare Class Codes	BWE7FL BXE7FL
Directionality	Yes
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	Within 14 Days after reservations, or no later than 7 days before departure, whichever is earlier
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	None
Day of Week	Weekend From Canada: Friday through Sunday To Canada: Saturday through Monday Midweek From Canada: Monday through Thursday To Canada: Tuesday through Friday
Stopovers	None
Minimum Stay	First Sunday after departure from origin
Maximum Stay	365 Days
Penalties	US\$35/C\$46 for refunds/changes
Discounts	First accompanied child 2-11 years: 20% discount. No tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL FARES

Rule Number	2003
Fare Class Codes	F06
Directionality	No
Inventory Control	No
Advance Reservations	No
Advance Purchase	No
Type of Journey	One Way
Seasonality	None
Stopovers	One free stopover on the applicable routing
Minimum Stay	None
Maximum Stay	None
Penalties	None
Discounts	Infants under 2 years of age not occupying a seat travel without charge. Tour conductors: 1/15

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL FARES

Rule Number	2003
Fare Class Codes	Y06 B06 M06
Directionality	No
Inventory Control	No Exception: Inventory control applied on B06/M06
Advance Reservations	No
Advance Purchase	No
Type of Journey	One Way
Seasonality	None
Stopovers	One free stopover on the applicable routing
Minimum Stay	None
Maximum Stay	None
Penalties	None
Discounts	Infants under 2 years of age not occupying a seat travel without charge. Tour conductors: 1/15

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL FARES WITHIN THE WESTERN HEMISPHERE

Rule Number	7000
Fare Class Codes	Y
Directionality	No
Inventory Control	No
Advance Reservations	No
Advance Purchase	No
Type of Journey	One Way
Seasonality	None
Stopovers	Unlimited
Minimum Stay	None
Maximum Stay	None
Penalties	None
Discounts	Infants under 2 years of age not occupying a seat travel without charge. Canada-USA: 25% discount accompanied under 12. Canada-Mex: 33% discount accompanied under 12. Tour conductors: 1/15 or 50% discount

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL FARES WITHIN THE WESTERN HEMISPHERE

Rule Number	7000
Fare Class Codes	F
Directionality	No
Inventory Control	No
Advance Reservations	No
Advance Purchase	No
Type of Journey	One Way
Seasonality	None
Stopovers	Unlimited
Minimum Stay	None
Maximum Stay	None
Penalties	None
Discounts	Infants under 2 years of age not occupying a seat travel without charge. Canada-USA: 25% discount accompanied under 12. Canada-Mex: 33% discount accompanied under 12. Tour conductors: 1/15 or 50% discount

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL FARES BETWEEN CANADA MEXICO

Rule Number	7001
Fare Class Codes	B1
Directionality	No
Inventory Control	Yes
Advance Reservations	No
Advance Purchase	No
Type of Journey	One Way
Seasonality	None
Stopovers	Unlimited
Minimum Stay	None
Maximum Stay	None
Penalties	None
Discounts	Infants under 2 years of age not occupying a seat travel without charge. Canada-USA: 25% discount accompanied under 12. Canada-Mex: 33% discount accompanied under 12. Tour conductors: 1/15 or 50% discount

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

EXCURSION FARES

Rule Number	7015
Fare Type	-RA Type
Fare Class Codes	BRA BHWRA BHXRA BLWRA BLXRA
Directionality	No
Inventory Control	Yes
Advance Reservations	No
Advance Purchase	No
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	High : Dec 12 through Jan 07 Basic: Jan 08 through Dec 11
Day of Week	Weekend: Sat through Sun Midweek: Mon through Fri
Stopovers	Unlimited
Minimum Stay	None
Maximum Stay	180 Days
Penalties	None
Discounts	50% accompanied child 2-11. No tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE
SPECIAL ROUND TRIP FARES BETWEEN CANADA AND MEXICO

Rule Number	7025
Fare Type	-RMA Type
Fare Class Codes	KHRMA KLRMA
Directionality	No
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	7 Days before departure
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	High : Dec 12 through Jan 07 Basic: Jan 08 through Dec 11
Stopovers	One permitted
Minimum Stay	3 Days
Maximum Stay	60 Days
Penalties	None
Discounts	50% accompanied child 2-11. No tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

NORMAL/RESTRICTED FARES WITHIN THE WESTERN HEMISPHERE

Rule Number	7100
Fare Type	-A3 Type and -2C Type
Fare Class Codes	BWA3 BXA3 M2C
Directionality	No
Inventory Control	Yes
Advance Reservations	-A3: 3 Days before departure -2C: None
Advance Purchase	-A3: 3 Days before departure -2C: None
Type of Journey	One Way
Seasonality	None
Stopovers	-A3: None -2C: 2 permitted, one in each direction @ U\$60
Minimum Stay	None
Maximum Stay	None
Penalties	-A3: U\$25 for refunds -2C: None
Discounts	-3A: 33% accompanied child 2-11. -2C: 25% accompanied child 2-11 Tour conductors: 1/15 or 50% discount

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

ADVANCE PURCHASE EXCURSION FARES

Rule Number	7415
Fare Type	-AP2M Type -AP30 Type -AP Type
Fare Class Codes	QHWAP2M QHXAP2M QLWAP2M QLXAP2M QHWAP30 QHXAP30 QLWAP30 QLXAP30 KHWAP KHXAP KLWAP KLXAP KJWAP KJXAP KKWAP KKKAP
Directionality	Yes
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	7 Days before departure
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	High From Can: Mar 07 through Mar 19 or Apr 08 through Apr 16 or Dec 18 through Dec 31 To Can: Mar 07 through Mar 19 or Apr 16 through Apr 23 or Dec 18 through Jan 09 Shoul From Can: Feb 08 through Mar 06 or Mar 20 through Apr 07 or Jul 01 through Aug 31 To Can: Feb 01 through Mar 06 or Mar 20 through Apr 15 or Jul 01 through Aug 31 Basic From Can: Jan 01 through Feb 07 or Apr 17 through Jun 30 or Sep 01 through Dec 17 To Can: Jan 10 through Jan 31 or Apr 24 through Jun 30 or Sep 01 through Dec 17
Day of Week	Weekend: Sat through Sun Midweek: Mon through Fri
Stopovers	2 permitted, one in each direction @ U\$50
Minimum Stay	7 Days
Maximum Stay	-AP2M: 2 months; -AP30: 30 days; -AP: 21 days
Penalties	25% for refunds; U\$50 for changes
Discounts	25% accompanied child 2-11. Tour conductors: 1/15 or 50% discount

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

ECONOMY EXCURSION FARES BETWEEN CANADA AND THE CARIBBEAN

Rule Number	7425
Fare Type	-E Type
Fare Class Codes	HHE HKE HLE KHE KJE KKE
Directionality	Yes
Inventory Control	Yes
Advance Reservations	No
Advance Purchase	No
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	Bermuda: High : Mar 26 through May 27 or Jul 30 through Sep 02 or Dec 21 through Dec 31 Shoul: Mar 05 through Mar 25 or May 28 through Jul 29 or Sep 03 through Oct 28 Basic: Jan 01 Mar 04h Mar 06 or Oct 29 through Dec 20 Bahamas: High From Can: Basic From Can: Mar 07 through Mar 19 or Jan 01 through Feb 07 or Apr 08 through Apr 16 or Apr 17 through Jun 30 or Dec 18 through Dec 31 Sep 01 through Dec 17 To Can: To Can: Mar 07 through Mar 19 or Jan 10 through Jan 31 or Apr 16 through Apr 23 or Apr 24 through Jun 30 Dec 18 through Jan 09 Sep 01 through Dec 17 Sep 01 through Dec 17 Shoulder From Can: Feb 08 through Mar 06 or Mar 20 through Apr 07 or Jul 01 through Aug 31 To Can: Feb 01 through Mar 06 or Mar 20 through Apr 15 or Jul 01 through Aug 31
Stopovers	2 permitted, one in each direction
Minimum Stay	Bermuda: 3 Days; Bahamas: 7 Days
Maximum Stay	12 Months
Penalties	None
Discounts	25% accompanied child 2-11. No Tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

ADVANCE PURCHASE EXCURSION FARES BETWEEN CANADA AND THE CARIBBEAN

Rule Number	7430																																																																				
Fare Type	-AP21 Type																																																																				
Fare Class Codes	KHWAP21 KHXAP21 KKWAP21 KXXAP21 KLWAP21 KLYAP21																																																																				
Directionality	Yes																																																																				
Inventory Control	Yes																																																																				
Advance Reservations	14 Days																																																																				
Advance Purchase	Within 7 days of reservation or at least 14 days before departure, whichever is earlier																																																																				
Type of Journey	Round Trip/Circle Trip/Open Jaw																																																																				
Seasonality	<table><tbody><tr><td>High</td><td>From Can:</td><td>Basic</td><td>From Can:</td></tr><tr><td></td><td>Mar 07 through Mar 19 or</td><td></td><td>Jan 01 through Feb 07 or</td></tr><tr><td></td><td>Apr 08 through Apr 16 or</td><td></td><td>Apr 17 through Jun 30 or</td></tr><tr><td></td><td>Dec 18 through Dec 31</td><td></td><td>Sep 01 through Dec 17</td></tr><tr><td></td><td>To Can:</td><td></td><td>To Can:</td></tr><tr><td></td><td>Mar 07 through Mar 19 or</td><td></td><td>Jan 10 through Jan 31 or</td></tr><tr><td></td><td>Apr 16 through Apr 23 or</td><td></td><td>Apr 24 through Jun 30</td></tr><tr><td></td><td>Dec 18 through Jan 09</td><td></td><td>Sep 01 through Dec 17</td></tr><tr><td></td><td>Sep 01 through Dec 17</td><td></td><td></td></tr><tr><td></td><td>Shoulder</td><td>From Can:</td><td></td></tr><tr><td></td><td></td><td>Feb 08 through Mar 06 or</td><td></td></tr><tr><td></td><td></td><td>Mar 20 through Apr 07 or</td><td></td></tr><tr><td></td><td></td><td>Jul 01 through Aug 31</td><td></td></tr><tr><td></td><td></td><td>To Can:</td><td></td></tr><tr><td></td><td></td><td>Feb 01 through Mar 06 or</td><td></td></tr><tr><td></td><td></td><td>Mar 20 through Apr 15 or</td><td></td></tr><tr><td></td><td></td><td>Jul 01 through Aug 31</td><td></td></tr></tbody></table>	High	From Can:	Basic	From Can:		Mar 07 through Mar 19 or		Jan 01 through Feb 07 or		Apr 08 through Apr 16 or		Apr 17 through Jun 30 or		Dec 18 through Dec 31		Sep 01 through Dec 17		To Can:		To Can:		Mar 07 through Mar 19 or		Jan 10 through Jan 31 or		Apr 16 through Apr 23 or		Apr 24 through Jun 30		Dec 18 through Jan 09		Sep 01 through Dec 17		Sep 01 through Dec 17				Shoulder	From Can:				Feb 08 through Mar 06 or				Mar 20 through Apr 07 or				Jul 01 through Aug 31				To Can:				Feb 01 through Mar 06 or				Mar 20 through Apr 15 or				Jul 01 through Aug 31	
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Day of Week	Weekend: Sat through Sun Midweek: Mon through Fri																																																																				
Stopovers	None																																																																				
Minimum Stay	7 Days																																																																				
Maximum Stay	21 Days																																																																				
Penalties	50% for refunds																																																																				
Discounts	25% accompanied child 2-11. No Tour conductors																																																																				

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

SAN JUAN ADVANCE PURCHASE EXCURSIONS

Rule Number	7573
Fare Type	-E14N Type and -E7P50 Type
Fare Class Codes	QHWE14N QHXE14N QLWE14N QLXE14N MHWE7P50 MHXE7P50 MLWE7P50 MLXE7P50
Directionality	No
Inventory Control	Yes
Advance Reservations	-E14N Type: 14 Days before departure -E7P50 Type: 7 Days before departure
Advance Purchase	Within 1 day after reservations are made
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	High : Dec 20 through Apr 14 Jun 25 through Sep 12 Basic: Apr 15 through Jun 24 Sep 13 through Dec 19
Day of Week	Weekend: Sat through Sun Midweek: Mon through Fri
Stopovers	None
Minimum Stay	3 Days
Maximum Stay	-E14N Type: 21 Days -E7P50 Type: 30 Days
Penalties	-E14N Type: Nonrefundables /US\$75 for changes -E7P50 Type: 50% for refunds/US\$50 for changes
Discounts	25% accompanied child 2-11. No tour conductors

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

ADVANCE PURCHASE EXCURSION FARES BETWEEN CANADA AND MEXICO

Rule Number	7590
Fare Type	-APA Type
Fare Class Codes	MAPA
Directionality	No
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	Within 14 days of reservation or at least 7 days before departure, whichever is earlier
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	None
Stopovers	2 permitted, one in each direction at the US gateway point
Minimum Stay	3 Days
Maximum Stay	60 Days
Penalties	U\$25 for refunds
Discounts	50% accompanied child 2-11. Tour conductors: 1/15

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

GROUP INCLUSIVE TOUR FARES BETWEEN CANADA AND PUERTO RICO

Rule Number	9550
Fare Type	-GIT Type
Fare Class Codes	KHWGIT KHXGIT KLWGTT KLXGIT
Directionality	None
Inventory Control	Yes
Advance Reservations	14 Days before departure
Advance Purchase	14 Days before departure
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	High: Jun 25 through Sep 12 or Dec 15 through Apr 14 Basic: Apr 15 through Jun 24 or Sep 13 through Dec 14
Day of Week	Weekend: Fri through Sun Midweek: Mon through Thu
Stopovers	One at U\$20 each per adult/U\$15 each per child
Minimum Stay	3 days
Maximum Stay	21 days
Penalties	25% for refunds/U\$75 for changes inbound
Discounts	None
Tour/Cruise Package	U\$20 minimum cost per night
Group Requirement	At least 20 passengers

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

GROUP TRAVEL FARES BETWEEN CANADA AND MEXICO

Rule Number	8430
Fare Type	-G Type
Fare Class Codes	QG10 QG30
Directionality	No
Inventory Control	Yes
Advance Reservations	7 Days before departure
Advance Purchase	7 Days before departure
Type of Journey	Round Trip/Circle Trip/Open Jaw
Seasonality	None
Stopovers	None
Minimum Stay	5 Days
Maximum Stay	60 Days
Penalties	25% for refunds
Discounts	None
Group Requirements	-G10 Type: At least 10 passengers -G30 Type: At least 30 passengers US\$25 per passenger deposit required at least 21 days after reservations are made.

SUMMARY OF DELTA'S FARE RULES AND CONDITIONS PROPOSED FOR
ATLANTA-TORONTO SERVICE

STATUS FARES - VISIT USA

Rule Number	4530
Fare Type	-VUS94
Fare Class Codes	KHVUS94 KLVUS94 KHCVUS94 KLCVUS94
Directionality	No
Inventory Control	Yes
Advance Reservations	Prior to arrival in Canada/USA for originating flight
Advance Purchase	Prior to arrival in Canada/USA
Type of Journey	One Way
Seasonality	High: Aug. 10, 1994 through Aug. 31, 1994. Low : Sep. 01, 1994 through Mar. 31, 1995.
Stopovers	None
Minimum Stay	Not applicable
Maximum Stay	Not applicable
Penalties	US\$50 for refunds/changes.
Discounts	Children: Published levels -HCVUS94/-LCVUS94 type No other discount
Eligibility	Valid for residents of other than The United States, Canada, Caribbean, Mexico, Puerto Rico, U.S. Virgin Islands; or active duty U.S. military/Department of Defense/embassy personnel (and their dependents) stationed outside The United States, Canada, Caribbean, Mexico, Puerto Rico, U.S. Virgin Islands.

DELTA CONSISTENTLY LEADS THE
MAJOR AIRLINES IN TERMS OF THE FEWEST
COMPLAINTS PER 100,000 PASSENGERS BOARDED

<u>1994</u> Jan - Nov		<u>1993</u>		<u>1992</u>	
Southwest	.22	Southwest	.18	Southwest	.24
DELTA	.45	DELTA	.50	DELTA	.58
Northwest	.65	Northwest	.62	Northwest	.74
American	.71	USAir	.66	USAir	.85
United	.72	United	.84	United	1.05
USAir	.79	American	1.05	Continental	1.17
America West	1.30	America West	1.11	American	1.40
Trans World	1.61	Continental	1.62	America West	1.50
Continental	2.26	Trans World	1.92	Trans World	2.82
**Alaska	.49	**Alaska	.33	**Alaska	.48
<u>1991</u>		<u>1990</u>		<u>1989</u>	
Southwest	.46	DELTA	.55	DELTA	.72
DELTA	.47	Southwest	.56	American	1.22
USAir	.63	American	1.04	Northwest	1.95
Northwest	.98	USAir	1.26	United	1.96
Continental	1.21	Northwest	1.33	USAir	2.14
American	1.42	United	1.37	Continental	3.29
United	1.47	American West	1.65	Trans World	5.31
America West	1.76	Continental	2.09	Pan American	6.10
Trans World	4.46	Eastern	2.23	Eastern	6.48
**Alaska	.48	Pan American	3.91		
		Trans World	5.63		
<u>1988</u>		<u>1987</u>		<u>1986</u>	
DELTA	1.39	DELTA	2.42	DELTA	.57
Piedmont	1.80	Piedmont	3.00	Piedmont	1.08
American	2.13	USAir	3.57	Western	1.28
USAir	2.36	American	4.04	USAir	1.41
United	2.86	United	6.56	American	1.42
Northwest	6.29	TransWorld	12.46	Republic	2.18
Trans World	7.82	Eastern	12.94	Eastern	2.45
Pan American	9.54	Pan American	13.14	United	2.67
Eastern	9.72	Northwest	18.34	Northwest	2.67
Continental	11.78	Continental	26.04	Continental	3.79
				Trans World	4.13
				Pan American	4.52

** Alaska is currently listed as a national carrier, but could become a major carrier within the next year or two.

DELTA CONSISTENTLY LEADS THE
MAJOR AIRLINES IN TERMS OF THE FEWEST
COMPLAINTS PER 100,000 PASSENGERS BOARDED

<u>1985</u>		<u>1984</u>		<u>1983</u>	
<u>DELTA</u>	<u>.67</u>	<u>DELTA</u>	<u>.65</u>	<u>DELTA</u>	<u>.70</u>
Piedmont	.71	Republic	.71	USAir	1.09
American	1.36	American	1.12	American	1.32
Republic	1.39	Eastern	1.12	Republic	1.34
Western	1.49	USAir	1.22	Eastern	1.36
USAir	1.53	Western	1.66	United	1.46
Eastern	1.61	Northwest	1.69	Western	1.60
Northwest	1.68	United	1.72	Northwest	2.29
United	2.45	Trans World	3.74	Trans World	3.34
Trans World	3.39	Pan American	3.90	Pan American	3.71
Continental	4.34	Continental	4.42	Continental	5.38
Pan American	5.06				
<u>1982</u>		<u>1981</u>		<u>1980</u>	
<u>DELTA</u>	<u>.80</u>	<u>DELTA</u>	<u>.88</u>	<u>DELTA</u>	<u>1.41</u>
Eastern	1.74	Western	2.06	United	3.45
USAir	2.09	United	2.27	USAir	4.30
Western	2.17	Eastern	2.44	Eastern	4.42
Republic	2.26	Continental	2.77	Western	4.83
United	2.28	Republic	2.77	Northwest	4.93
Continental	2.33	Northwest	2.78	Continental	5.09
Northwest	2.51	USAir	2.89	Republic	5.33
American	2.66	American	2.91	American	5.52
Pan American	5.04	Braniff	4.38	Braniff	9.26
Trans World	5.80	Trans World	6.51	Trans World	11.72
		Pan American	8.78	Pan Am/National	12.77
<u>1979</u>		<u>1978</u>		<u>1977</u>	
<u>DELTA</u>	<u>2.14</u>	<u>DELTA</u>	<u>1.96</u>	<u>DELTA</u>	<u>1.64</u>
Eastern	6.79	United	3.77	United	2.56
United	7.78	Western	4.34	Western	2.80
Continental	8.37	Continental	5.70	Continental	4.07
Northwest	8.69	Eastern	5.72	Eastern	4.29
Western	9.00	American	5.98	Northwest	4.77
American	10.02	Braniff	6.32	American	4.86
Trans World	12.29	National	8.29	National	4.99
Braniff	14.29	Northwest	8.52	Braniff	5.07
National	14.81	Trans World	9.54	Trans World	6.04
Pan American	15.80	Pan American	12.22	Pan American	7.12

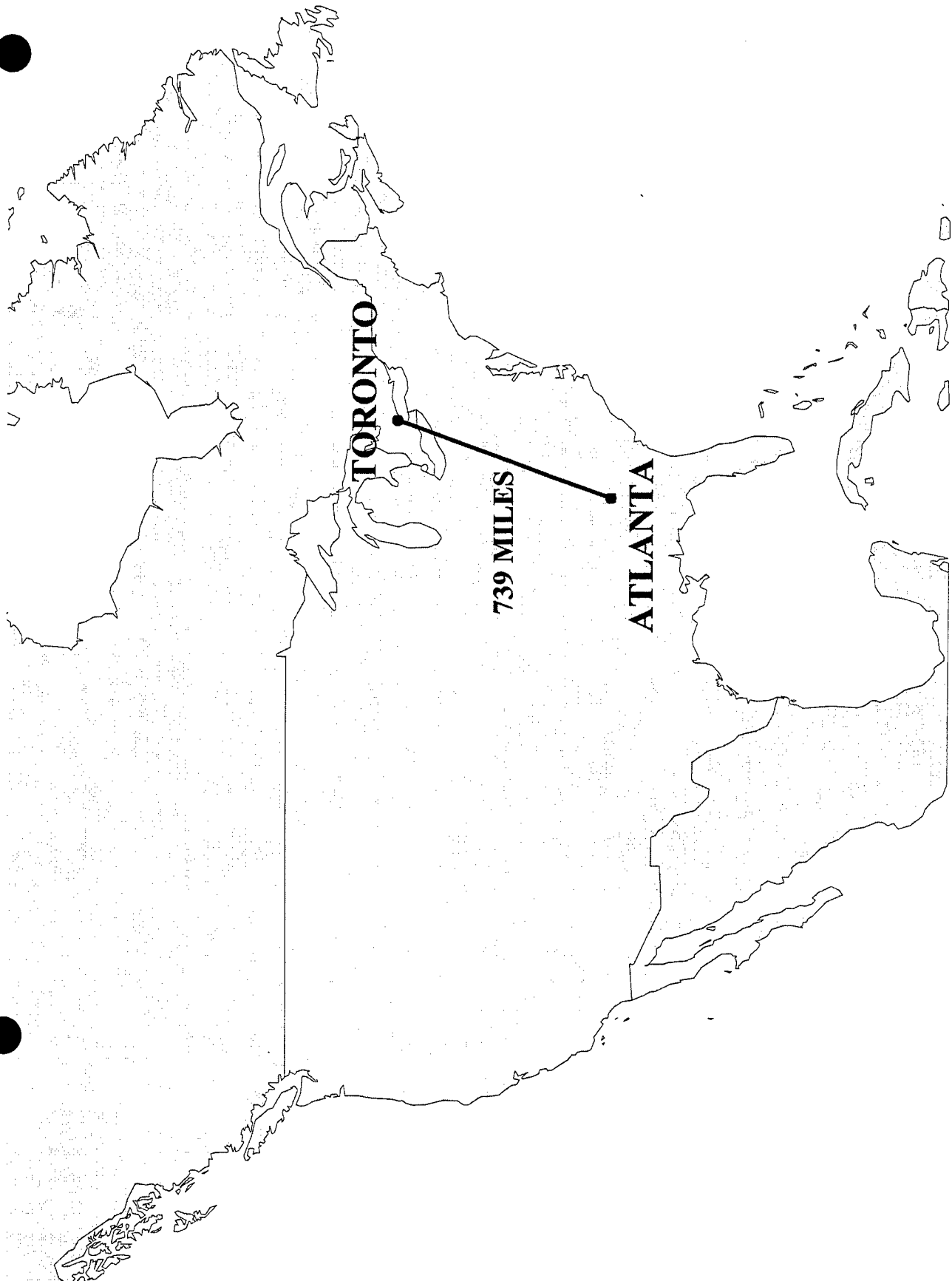
DELTA CONSISTENTLY LEADS THE
MAJOR AIRLINES IN TERMS OF THE FEWEST
COMPLAINTS PER 100,000 PASSENGERS BOARDED

<u>1976</u>		<u>1975</u>		<u>1974</u>	
<u>DELTA</u>	<u>2.50</u>	<u>DELTA</u>	<u>2.03</u>	<u>DELTA</u>	<u>2.83</u>
Western	3.08	United	2.86	United	3.13
United	3.46	Western	3.22	Western	3.34
Continental	3.67	Eastern	3.43	Continental	3.96
National	4.45	Continental	3.56	Northwest	5.08
American	4.73	Braniff	3.68	American	6.36
Trans World	4.84	American	4.06	Eastern	6.50
Northwest	5.16	Northwest	5.15	Braniff	7.36
Braniff	5.74	Trans World	5.20	Pan American	8.86
Eastern	6.32	Pan American	6.02	National	11.22
Pan American	6.36	National	9.23	Trans World	12.60

<u>1973</u>		<u>1972</u>		<u>1971</u>	
<u>Continental</u>	<u>2.22</u>	<u>DELTA</u>	<u>1.80</u>	<u>DELTA</u>	<u>1.37</u>
DELTA	2.57	Western	1.83	United	1.66
Western	2.71	Continental	2.32	Continental	1.82
United	3.34	United	2.40	Western	2.10
Northwest	3.91	American	3.32	Northwest	2.30
Trans World	6.14	Eastern	4.21	American	2.75
American	6.90	Pan American	4.53	Eastern	3.59
National	7.10	Northwest	4.60	National	3.78
Braniff	8.07	Braniff	4.78	Pan American	4.83
Eastern	8.21	National	5.01	Braniff	5.00
Pan American	8.30	Trans World	5.92	Trans World	5.87
				Northwest	6.20

Source: Department of Transportation Consumer Reports
(Complaints Per 100,000 Passengers Enplaned)

DELTA'S APPLICATION MAP



CITY CODE CROSS REFERENCE TABLE

<u>CODES</u>	<u>CITIES</u>	<u>CODES</u>	<u>CITIES</u>
ABE	ALLENTOWN,PA	CLL	COLLEGE STATION/BRYAN,TX
ABI	ABILENE,TX	CLT	CHARLOTTE,NC
ABQ	ALBUQUERQUE,NM	CMH	COLUMBUS,OH
ABY	ALBANY,GA	COS	COLORADO SPRINGS,CO
ACA	ACAPULCO,MEXICO	CPH	COPENHAGEN,DENMARK
ACK	NANTUCKET,MA	CPR	CASPER,WY
ACT	WACO,TX	CRP	CORPUS CHRISTI,TX
AGS	AUGUSTA,GA	CRW	CHARLESTON,WV
ALB	ALBANY,NY	CSG	COLUMBUS,GA
AMA	AMARILLO,TX	CVG	CINCINNATI,OH
AMS	AMSTERDAM,NETHERLANDS	DAB	DAYTONA BEACH,FL
ANC	ANCHORAGE,AK	DAY	DAYTON,OH
APF	NAPLES,FL	DCA	WASHINGTON D.C.(NATIONAL)
ATH	ATHENS,GREECE	DEL	DELHI,INDIA
ATL	ATLANTA,GA	DEN	DENVER,CO
ATW	APPLETON,WI	DFW	DALLAS/FT. WORTH,TX
AUS	AUSTIN,TX	DHN	DOTHAN,AL
AVL	ASHEVILLE,NC	DSM	DES MOINES,IA
AVP	WILKES-BARRE/SCRANTON,PA	DTW	DETROIT,MI
AZO	KALAMAZOO/BATTLE CREEK,MI	DUB	DUBLIN,IRELAND
BCN	BARCELONA,SPAIN	DUS	DUSSELDORF,GERMANY
BDA	HAMILTON,BERMUDA	EGE	VAIL,CO
BDL	HARTFORD,CT/SPRINGFIELD,MA	EKO	ELKO,NV
BDR	BRIDGEPORT,CT	ELP	EL PASO,TX
BFL	BAKERSFIELD,CA	ELY	ELY,NV
BGR	BANGOR,ME	ESF	ALEXANDRIA,LA
BHM	BIRMINGHAM,AL	EVV	EVANSVILLE,IN
BIL	BILLINGS,MT	EWR	NEWARK,NJ
BKK	BANGKOK,THAILAND	EYW	KEY WEST,FL
BNA	NASHVILLE,TN	FAI	FAIRBANKS,AK
BOI	BOISE,ID	FAT	FRESNO,CA
BOM	BOMBAY,INDIA	FAY	FAYETTEVILLE,NC
BOS	BOSTON,MA	FCA	KALISPELL,MT
BPT	BEAUMONT/PT. ARTHUR,TX	FCO	ROME,ITALY
BQK	BRUNSWICK,GA	FLL	FORT LAUDERDALE,FL
BRU	BRUSSELS,BELGIUM	FLO	FLORENCE,SC
BTM	BUTTE,MT	FPO	FREEPORT,BAHAMAS
BTR	BATON ROUGE,LA	FRA	FRANKFURT,GERMANY
BTV	BURLINGTON,VT	FSD	SIOUX FALLS,SD
BUD	BUDAPEST,HUNGARY	FSM	FT. SMITH,AR
BUF	BUFFALO,NY	FWA	FT. WAYNE,IN
BUR	BURBANK,CA	FYV	FAYETTEVILLE,AR
BWI	BALTIMORE,MD	GDL	GUADALAJARA,MEXICO
BZN	BOZEMAN,MT	GEG	SPOKANE,WA
CAE	COLUMBIA,SC	GGG	LONGVIEW,TX
CAK	AKRON/CANTON,OH	GIG	RIO DE JANEIRO,BRAZIL
CDC	CEDAR CITY,UT	GJT	GRAND JUNCTION,CO
CHA	CHATTANOOGA,TN	GNV	GAINESVILLE,FL
CHO	CHARLOTTESVILLE,VA	GPT	GULFPORT/BILOXI,MS
CHS	CHARLESTON,SC	GRR	GRAND RAPIDS,MI
CID	CEDAR RAPIDS/IOWA CITY,IA	GRU	SAO PAULO,BRAZIL
CLE	CLEVELAND,OH	GSO	GREENSBORO,NC

CITY CODE CROSS REFERENCE TABLE

<u>CODES</u>	<u>CITIES</u>	<u>CODES</u>	<u>CITIES</u>
GSP	GREENVILLE/SPARTANBURG,SC	MEI	MERIDIAN,MS
GTF	GREAT FALLS,MT	MEM	MEMPHIS,TN
GTR	COLUMBUS,MS	MEX	MEXICO CITY,MEXICO
GUC	GUNNISON,CO	MGM	MONTGOMERY,AL
GVA	GENEVA,SWITZERLAND	MHT	MANCHESTER,NH
HAI	HANOVER,GERMANY	MIA	MIAMI,FL
HAM	HAMBURG,GERMANY	MKE	MILWAUKEE,WI
HEL	HELSINKI,FINLAND	MLB	MELBOURNE,FL
HKG	HONG KONG,HONG KONG	MLU	MONROE,LA
HLN	HELENA,MT	MOB	MOBILE,AL
HNL	HONOLULU,HI	MRY	MONTEREY,CA
HOU	HOUSTON,TX (HOBBY)	MSN	MADISON,WI
HPN	WHITE PLAINS,NY	MSO	MISSOULA,MT
HSV	HUNTSVILLE/DECATUR,AL	MSP	MINNEAPOLIS/ST. PAUL,MN
HTS	HUNTINGTON,WV/ASHLAND,KY	MSY	NEW ORLEANS,LA
HYA	HYANNIS,MA	MTY	MONTERREY,MEXICO
IAD	WASHINGTON D.C.(DULLES)	MUC	MUNICH,GERMANY
IAH	HOUSTON,TX (INTERCONTINENTAL)	MXP	MILAN,ITALY
ICT	WICHITA,KS	MYR	MYRTLE BEACH,SC
IDA	IDAHO FALLS,ID	MZT	MAZATLAN,MEXICO
ILE	KILLEEN,TX	NAS	NASSAU,BAHAMAS
ILM	WILMINGTON,NC	NCE	NICE,FRANCE
IND	INDIANAPOLIS,IN	NGO	NAGOYA,JAPAN
IPL	IMPERIAL,CA	NRT	TOKYO,JAPAN
ISP	LONG ISLAND/ISLIP,NY	OAJ	JACKSONVILLE,NC
IST	ISTANBUL,TURKEY	OAK	OAKLAND,CA
JAC	JACKSON HOLE,WY	OGG	KAHULUI,HI
JAN	JACKSON,MS	OKC	OKLAHOMA CITY,OK
JAX	JACKSONVILLE,FL	OMA	OMAHA,NE
JFK	NEW YORK,NY (KENNEDY)	ONT	ONTARIO,CA
LAN	LANSING,MI	ORD	CHICAGO,IL (O'HARE)
LAS	LAS VEGAS,NV	ORF	NORFOLK,VA
LAW	LAWTON,OK	ORY	PARIS,FRANCE (ORLY)
LAX	LOS ANGELES,CA	OTP	BUCHAREST,ROMANIA
LBB	LUBBOCK,TX	PBI	WEST PALM BEACH,FL
LEB	LEBANON,NH	PDX	PORTLAND,OR
LED	ST. PETERSBURG,RUSSIAN FED.	PFN	PANAMA CITY,FL
LEX	LEXINGTON,KY	PGA	PAGE,AZ
LFT	LAFAYETTE,LA	PHL	PHILADELPHIA,PA
LGA	NEW YORK,NY (LAGUARDIA)	PHX	PHOENIX,AZ
LGW	LONDON,U.K. (GATWICK)	PIH	POCATELLO,ID
LIS	LISBON,PORTUGAL	PIT	PITTSBURGH,PA
LIT	LITTLE ROCK,AR	PNS	PENSACOLA,FL
LYH	LYNCHBURG,VA	PQI	PRESQUE ISLE,ME
MAD	MADRID,SPAIN	PRG	PRAGUE,CZECH REPUBLIC
MAN	MANCHESTER,U.K.	PSC	PASCO/RICHLAND/KENNEWICK,WA
MBS	SAGINAW,MI	PSM	PORTSMOUTH,NH
MCI	KANSAS CITY,MO	PSP	PALM SPRINGS,CA
MCN	MACON,GA	PVD	PROVIDENCE,RI
MCO	ORLANDO,FL	PVR	PUERTO VALLARTA,MEXICO
MDT	HARRISBURG,PA	PWM	PORTLAND,ME
MDW	CHICAGO,IL (MIDWAY)	RAP	RAPID CITY,SD

CITY CODE CROSS REFERENCE TABLE

<u>CODES</u>	<u>CITIES</u>	<u>CODES</u>	<u>CITIES</u>
RDU	RALEIGH/DURHAM,NC	VIE	VIENNA,AUSTRIA
RIC	RICHMOND,VA	VLD	VALDOSTA,GA
RNO	RENO,NV	VPS	FT WALTON BEACH,FL
ROA	ROANOKE,VA	WAW	WARSAW,POLAND
ROC	ROCHESTER,NY	WYS	WEST YELLOWSTONE,MT
RSW	FORT MYERS,FL	YEG	EDMONTON,CANADA
SAN	SAN DIEGO,CA	YHZ	HALIFAX,CANADA
SAT	SAN ANTONIO,TX	YOW	OTTAWA,CANADA
SAV	SAVANNAH,GA	YQB	QUEBEC,CANADA
SBA	SANTA BARBARA,CA	YQM	MONCTON,CANADA
SBN	SOUTH BEND,IN	YUL	MONTREAL,CANADA
SBP	SAN LUIS OBISPO,CA	YUM	YUMA,AZ
SDF	LOUISVILLE,KY	YVR	VANCOUVER,BC CANADA
SEA	SEATTLE,WA	YYC	CALGARY,CANADA
SEL	SEOUL,KOREA	YYZ	TORONTO,CANADA
SFO	SAN FRANCISCO,CA	ZIH	IXTAPA,MEXICO
SGF	SPRINGFIELD,MO	ZRH	ZURICH,SWITZERLAND
SGU	ST. GEORGE,UT		
SHV	SHREVEPORT,LA		
SJC	SAN JOSE,CA		
SJT	SAN ANGELO,TX		
SJU	SAN JUAN,PUERTO RICO		
SLC	SALT LAKE CITY,UT		
SMF	SACRAMENTO,CA		
SMX	SANTA MARIA,CA		
SNA	ORANGE COUNTY,CA		
SNN	SHANNON,IRELAND		
SPS	WICHITA FALLS,TX		
SRQ	SARASOTA,FL		
STL	ST LOUIS,MO		
STR	STUTTGART,GERMANY		
STT	ST THOMAS,U.S. VIRGIN ISLANDS		
STX	ST CROIX,U.S. VIRGIN ISLANDS		
SUN	SUN VALLEY,ID		
SVO	MOSCOW,RUSSIAN FED.		
SWF	NEWBURGH,NY		
SYR	SYRACUSE,NY		
THF	BERLIN,GERMANY (TEMPLEHOF)		
TLH	TALLAHASSEE,FL		
TLV	TEL AVIV,ISRAEL		
TOL	TOLEDO,OH		
TPA	TAMPA/ST PETERSBURG,FL		
TPE	TAIPEI,TAIWAN		
TRI	TRI-CITIES,TN		
TUL	TULSA,OK		
TUS	TUCSON,AZ		
TWF	TWIN FALLS,ID		
TXK	TEXARKANA,AR		
TXL	BERLIN,GERMANY (TEGEL)		
TYR	TYLER,TX		
TYS	KNOXVILLE,TN		
VEL	VERNAL,UT		

CONGRESSIONAL LETTER IN SUPPORT OF
DELTA'S ATLANTA-TORONTO APPLICATION

Congress of the United States

Washington, DC 20515

January 19, 1995

The Honorable Federico Pena
Secretary of Transportation
U.S. Department of Transportation
Suite 10200
400 7th Street, S.W.
Washington, DC 20590

Dear Mr. Secretary:

We are writing in strong support of Delta Air Lines' application for new U.S.-Canada route opportunities from Atlanta, Georgia. We applaud your efforts and the efforts of Steve Kaplan to conclude a liberal bilateral agreement with the largest U.S. bilateral aviation partner. This dramatic revision is long overdue. We welcome the advent of an open market that will better serve the needs of the traveling and shipping public of both countries. For reasons set forth below, Atlanta and Delta Air Lines should be first in line to enjoy these new benefits.

The current bilateral agreement does not permit any nonstop service to Canada from Atlanta. In fact, the Atlanta-Toronto and Atlanta-Montreal markets are the largest U.S.-Canada markets without nonstop service. Travelers between Atlanta and Toronto/Montreal are currently forced to fly on one-stop flights or even less convenient connecting services. Atlanta currently sustains nonstop service to tens of European cities and even to Tokyo, making the current situation with Canada even more frustrating for the travelling and shipping public of Georgia. We believe the current air travel situation between Atlanta and Canada is hindering further economic development between Canada and the State of Georgia.

As a metropolitan area with a population of over 2.8 million people, Atlanta can sustain multiple daily flights to Toronto and Montreal. Atlanta is a major financial and manufacturing center. Over 135 Canadian businesses have facilities located in Georgia. Atlanta is also home to a number of major U.S. corporations that have a very large presence in Canada. Canadian and U.S. businesses, Atlanta and the State of Georgia stand to benefit enormously from these two route awards to Delta Air Lines. Additionally, history has shown that convenient transport links between major cities will cause existing business and tourism to grow while also stimulating new economic ties. We believe the same will be true for Toronto, Montreal and Atlanta.

The Honorable Federico Pena
January 19, 1995
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As you know, Atlanta will be hosting the centennial Olympic celebration beginning in July 1996. This is an unprecedented event for the southeastern United States. The planning and logistics involved in staging the Olympic games require a myriad of transportation options enabling athletes, spectators, vendors, and construction related personnel to reach Atlanta conveniently. Granting immediate rights for Delta to serve Atlanta-Toronto and Atlanta-Montreal will enable those preparing for the games as well as Canadians and travelers from other nations planning to attend the 1996 Olympic games more efficient and convenient service options.

Air Canada has already officially stated that they will begin service to Atlanta as soon as the new bilateral agreement is signed. We believe that Delta, with over 700 daily flights from Atlanta, would be a perfect choice to compete with Air Canada on this route.

We urge you to select Delta Air Lines to serve both Atlanta-Toronto and Atlanta-Montreal under the new U.S.-Canada bilateral air services agreement. Such an award would provide maximum public benefit to a region truly deserving such service.

Sincerely,



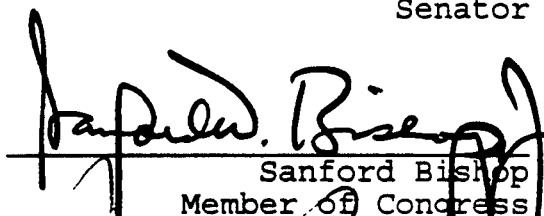
Sam Nunn
Senator



Paul Coverdell
Senator



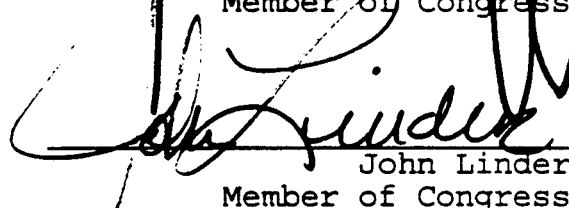
Jack Kingston
Member of Congress



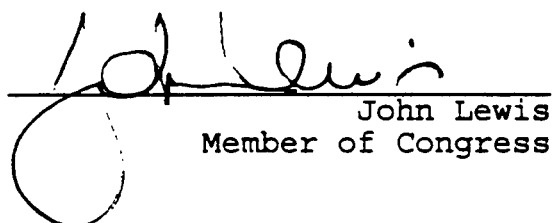
Sanford Bishop
Member of Congress



Mac Collins
Member of Congress



John Linder
Member of Congress

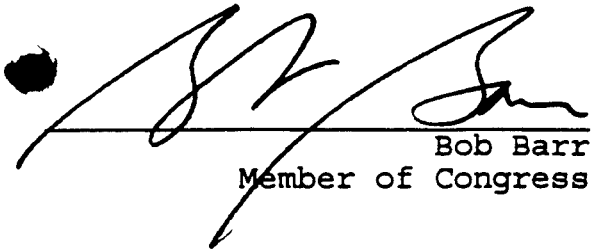


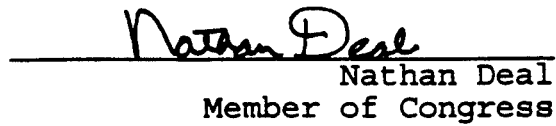
John Lewis
Member of Congress

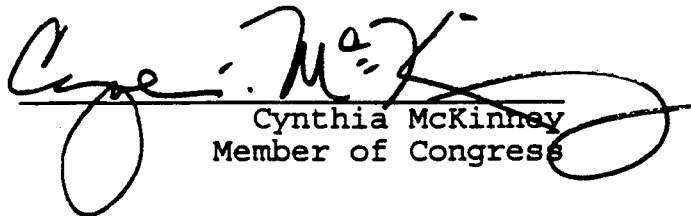


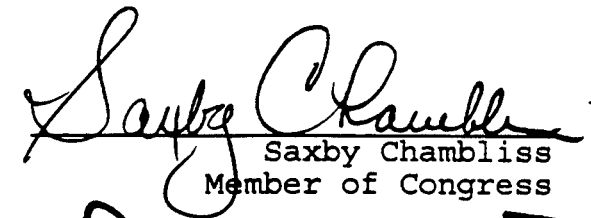
Newt Gingrich
Member of Congress

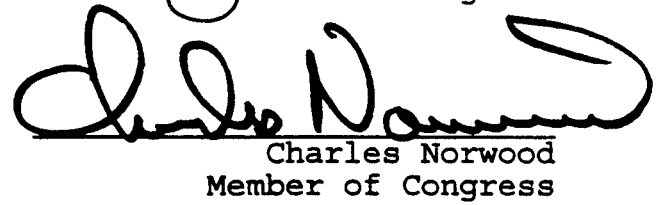
The Honorable Federico Pena
January 19, 1995
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Bob Barr
Member of Congress


Nathan Deal
Member of Congress


Cynthia McKinney
Member of Congress


Saxby Chambliss
Member of Congress


Charles Norwood
Member of Congress